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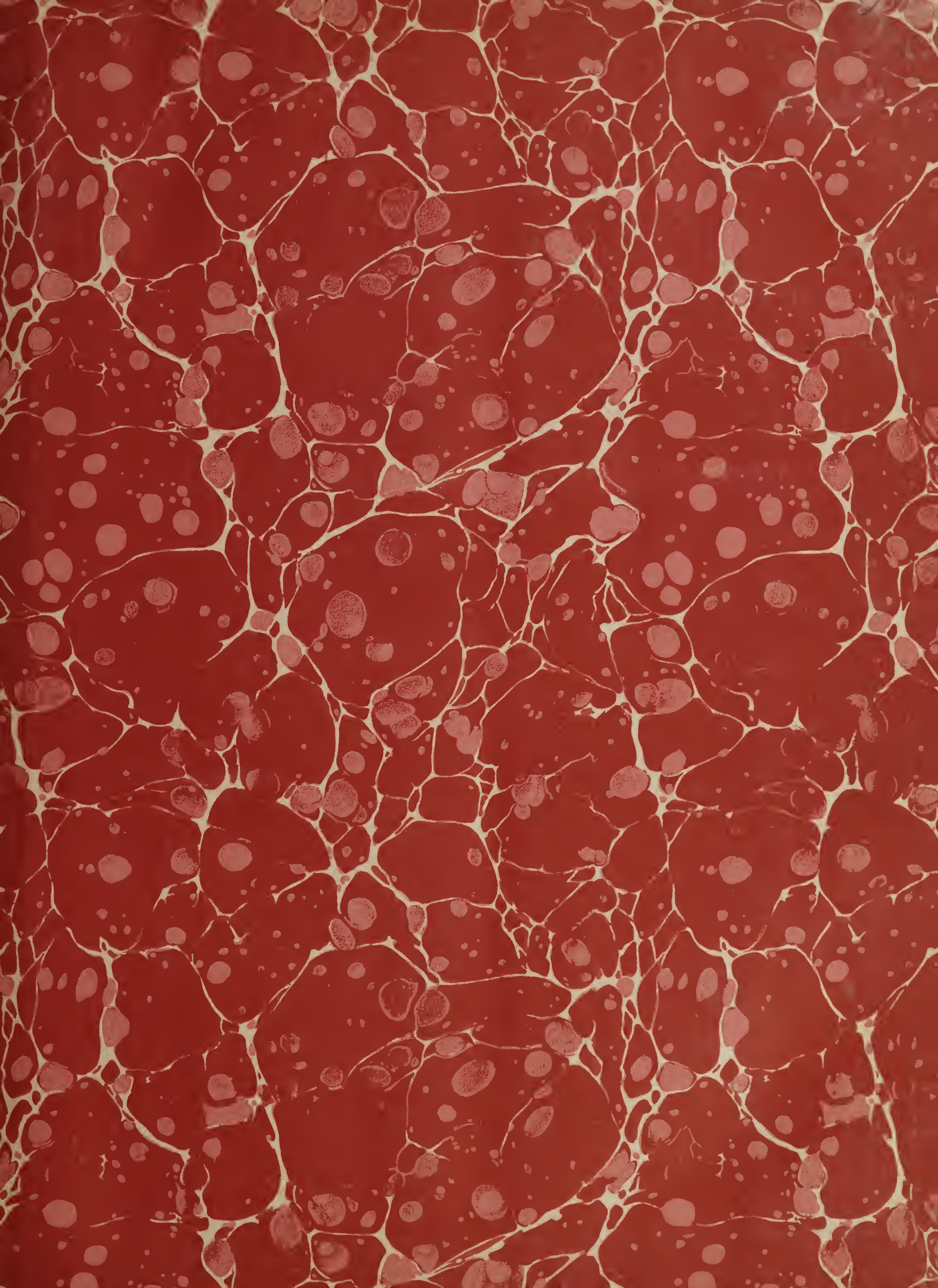
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# THE NATIONAL NURSERYMAN



JANUARY 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

### Choice Nursery Stock

## CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write  
us for prices.

**I. E. Ilgenfritz' Sons Co.**  
MONROE, MICH.

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

Make a Specialty of a Complete Line of High Quality  
Nursery Stock for WHOLESALE TRADE

APPLE TREES—We wish to call special attention to  
the finest lot of Apple we have ever grown; none  
better on the market.

BLACKBERRIES—Large stock root-cutting plants.

ORNAMENTALS—A select lot of Silver Maple, 2 to  
2½-in., 1½ to 2-in. grades; Ash, Box Elder, Linden,  
American Sycamore, Horse Chestnut, Catalpa,  
Poplars, Norway and Sugar Maple.

PRIVET—California, Ibota, Amoor River North.

CRIMSON RAMBLER ROSES

APPLE GRAFTS—Any style made to order; machine  
wrapped; quality guaranteed; none better.

ASK FOR FALL TRADE LIST.

Always pleased to quote your wants.

## THE JEWELL NURSERY CO.,

Wholesale Nurserymen

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

Everything in the line of Nursery Stock  
suited to Northern culture.

*Let us figure with you*

When You Buy Our  
TOP NOTCH

## Berberry Thunbergii Seedlings

You know they are right. They are money-  
makers too. A large Stock in all Grades.

**C. R. BURR & CO.,**  
MANCHESTER, CONN.



# BULLETIN No. 4

Shipments Continue to arrive from all sources, France, Holland, Belgium, Germany, England, Australia, Madagascar and Japan, without interruption, with practically no more delay than in normal times.

## French Stock

December shipments are now arriving and there is practically no doubt about February shipments arriving in due course. We can still offer a full line of FRENCH FRUIT AND ORNAMENTAL STOCKS and have room for more orders—or inquiries.

## Holland Stock

Fall shipments arrived in seasonable time. Spring shipments are reasonably sure from all sources. We can still offer a full line of BOXWOOD, ROSES, RHODODENDRONS, EVERGREENS and similar Boskoop stock, NORWAY and SCHWEDLER MAPLES, LINDENS, OAKS, PLANES, and similar Oudenbosch stock, HERBACEOUS PERENNIALS and similar Dedemsvaart stock. Write for reduced prices.

## English Stock

Fall shipments are all in, Manetti, Gooseberries, etc. Can still book Spring orders for Whinham Industry Gooseberries and other Nursery stock.

## Raffia

Shipments continue to arrive. We haven't turned down an order from a regular customer since the war began, though have shipped out over 500 bales during that time. Prompt shipment can be made of all orders, all four brands.

All shipments are covered by marine and war risk insurance. Freight rates are increased on French shipments about 30% over normal times. On Holland shipments practically no increase. If you haven't got our prices on above lines, please write for them.

**McHutchison & Co.,** The Import House **17 Murray St., New York**

## RECEIVER'S SALE OF REAL ESTATE OF THE PHOENIX NURSERY COMPANY

By virtue of an order and decree of the Circuit Court of McLean County, Illinois, on the 5th day of November, A. D., 1914, I, John Y. Chisholm, Receiver of Phoenix Nursery Company will sell at public auction to the highest and best bidder, at 2 o'clock P. M., on

**Saturday, January 16, 1915**

At the east door of the Courthouse in Bloomington, Illinois, the Real Estate of The Phoenix Nursery Company, comprising a trifle over 65 acres, nearly all of which is located within the City limits of Normal, Illinois, (a suburb of Bloomington and connected by street car.)

This is one of the oldest and best known Nurseries in the United States with a patronage in nearly every State and Territory in the Union.

There are located on these grounds, Greenhouses with about 60,000 feet of glass, heated by steam, large Barns, Sheds and Cribs, also very large Packing House and two large frost proof cellars, besides Grafting and Propagation Houses, Office and other buildings.

A part of this property would make an ideal addition to Normal if not desired to use in connection with the Nursery. The Receiver will offer the Property in Parcels and also as a whole.

The Receiver invites personal inspection of Property prior to date of sale and will be pleased to answer any inquiries concerning same.

**Address; JOHN Y. CHISHOLM, Receiver, The Phoenix Nursery Co.  
Bloomington, Illinois, Box 625**



## NURSERYMEN AND FLORISTS

looking for stock can find largest assortment in United States at the

# PAINESVILLE NURSERIES



AMERICAN ELM



FRUIT and Nut Trees, Deciduous, Trees, Shrubs and Evergreens, Hardy Roses, Vines and Plants, Grapes, Gooseberries, Small Fruits, Bulbs, Seeds, Palms and other tender Greenhouse plants. Have large stock stored in frost-proof cellars that can be shipped at any time desired; switch from N. Y. C. lines direct into our packing house. Can load without exposure. Unsurpassed facilities for handling orders large or small.



### A Few Specials While They Last

Standard Pears in assortment, Duchess Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other Grapes.

### Our Specialties Are

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm, Ash, Clematis, Ampelopsis, Pæonies, Hydrangeas, Bush and Tree Perennial Plants.

# THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses

When writing to Advertisers please mention The National Nurseryman.



# SPECIAL NOTICE

We have a large surplus of 2-year Apple Trees. An ideal lot in every way. They are very thrifty in growth, smooth, nice bodys, and well proportioned. Good assortment of leading kind for Commercial orchards, North and South. Our grades will run  $\frac{5}{8}$  to  $\frac{3}{4}$ ,  $\frac{3}{4}$  up,  $\frac{1}{2}$  to  $\frac{5}{8}$  if wanted.

Peach Trees in earload lots if wanted. Peaches 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. Trees will ealiper well to height, trees have good form, no bushy trees in them or ill shaped trees. Aprieot and Plum.

California and Amoor River Privet in large quantities. Speeial prices will be made on earload lots.

**Marble City Nursery Co.**

KNOXVILLE - - - TENN.

# California

# Privet

We offer 3 to 4 ft. well branched, beautiful plants of California Privet, 2 year, cut back to ground last spring, all new growth, bright, and clean. Write for prices.

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*Our new TRADE LIST now ready.*  
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**CHASE NURSERY CO.**

**Chase, Alabama**

Have you seen and examined the quality and finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our reference are the largest nursery men in the United States.

**The Denney Tag Co.**

West Chester, Pennsylvania

## There is no Surplus

of Berberis Thunbergii from Cuttings

We have probably the finest stock in America, stock propagated entirely and absolutely from cuttings, the original plants having been brought to the United States by the Collector, Mr. Hogue, from Japan.

We also have some seedlings, a small block of about 8,000, for comparison. The variations among these is most noticeable.

Our 55,000 plants from cuttings display a uniformity of size, shape and coloring that stamps them as superior to seedling stock and much to be preferred, especially for hedges.

Stock from cuttings costs a bit more but is worth much more. Discriminating buyers know this. Do you?

Send for Prices

**THE CONARD & JONES CO.**

THE ROSE GROWERS, WEST GROVE, PA.



# A HAPPY AND PROSPEROUS NEW YEAR TO YOU!



Let frequent and liberal orders for the

## "J. & P. Preferred Stock"

Help to make it both.



# Jackson & Perkins Company

Newark, - New York

January 1, 1915

# Heikes—Huntsville—Trees



## Huntsville Wholesale Nurseries Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Fall of 1914  
in large quantities as usual:

### SPECIALTIES

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

# BAILEY'S BRAND NEW STANDARD Cyclopedia of Horticulture

The National Nurseryman, by special arrangement with the publishers, offers this work on easy terms. Six large quarto volumes. More than 3,600 pages. 24 full page exquisite color plates. 96 beautiful full page sepia halftones. More than 4,000 text engravings. 500 Collaborators. Approximately 4,000 genera, 15,000 species and 40,000 plant names.

The new Standard Cyclopedia of Horticulture has been freshly written in the light of the most recent research and experience. It is not merely an ordinary revision or corrected edition of the old Cyclopedia, but it is a new work from start to finish with enlarged boundaries geographically and practically; it supercedes and displaces all previous editions or reprints of every kind whatsoever. It is both an Encyclopedia and a Manual, for with the aid of its Synopsis and Key, amateur and professional alike may quickly identify any plant, shrub or fruit contained within the set, and then receive expert instructions for its cultivation.

Send for 16 page Prospectus

Containing complete description. Everything newly written, up-to-date and beautifully illustrated in colors and sepia.

## The National Nurseryman

Livingston Building Rochester, N. Y.

64TH YEAR

Baltimore Nurseries

# FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Fall 1914: High Grade Stock.

General Line:

Peach, Apple, Pear, Cherry, Plum, California  
Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American  
Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots  
for early orders.

## Send Us Your List of Wants



### W. FROMOW & SONS

offer many thousand Hardy American Rhododendrons in the very best varieties, such as Charles S. Sargent, Mrs. Charles Sargent, Henrietta Sargent, H. W. Sargent, Charles Dickens, F. D. Godman, alba elegans, Atrosanguineum, Kettledrum, Lady Armstrong, Fastuosum fl., pl., etc., etc., in strong, bushy, well budded plants up to 4 feet in height.

Also Azalea Mollis, Ghent Azalea, Azalea Pontica, Andromeda florabunda and japonica. Roses Orleans, Mrs. Cutbush, Jessie, and all the leading H. P., H. T. and Tea varieties. A very large collection specimen Conifers and flowering shrubs.

WINDLESHAM NURSERIES  
Surrey, England.

### W. T. HOOD & CO.

Old Dominion Nurseries

Richmond,

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Growers of a complete line of general Nursery Stock

#### PEACH SEED

Tenn. and N. C. Naturals. We have a few hundred bushels 1913 seed we are offering at market price. We expect to have our usual stock of 1914 seed to offer as heretofore. Write for quotations.

## HORTICULTURE

A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

*Published Weekly*

SUBSCRIPTION \$1.00 PER YEAR

HORTICULTURE PUBLISHING CO.  
11 Hamilton Place, Boston, Mass.

## PEACH SEED

North Carolina naturals, gathered from mountainous sections where yellows are unknown. If you are one of the few nurserymen who are unacquainted with our seed, write us for samples. Price \$1.25 per bushel of 50 lbs., sacked f. o. b. cars here.

J. Van LINDLEY NURSERY Co.  
Pomona, N. C.

## WOOD TREE LABELS

Iron or Copper Wired, Printed, Painted, or Plain.  
We furnish the standard size of printed tree labels

#### Printed on Both Sides

at no extra cost. Nursery Row Markers. Printed Labels and Green Tapering Plant Supports.

#### PAPER SHIPPING TAGS

Tags for Every Purpose. General Printing. Our Capacity is such that we guarantee prompt shipments. Write for samples and prices giving estimate of number wanted.

ALLEN-BAILEY TAG CO., Inc.  
Caledonia, New York

## Charles Detriche, Senior ANGERS, FRANCE

Grower and Exporter of Fruit-Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines, and Conifers for Nursery Planting.

For all information as to Stocks, prices, terms, etc., address

## Jackson & Perkins Co.

(SOLE AGENTS)  
NEWARK, N. Y.

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Established 1841  
is the Leading Horticultural Journal in the World

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, 75 cents. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

Editors of the "H. A." LOWDHAM, NOTTS, ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSEYMAN

INCORPORATED 1902

### The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.00 per year in advance

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Advertising Rates on Application

## THE NATIONAL NURSEYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York

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## Fruit Tree Stocks

Apple, Pear, Myrobolan Mazzard, Mahaleb, etc.,  
seedlings and transplants

Quince and Manetti Cuttings, etc.

Most Complete Nursery in This Line

## DOORNBOSCH & ZOON

Veendam, - - - Holland  
No Agents Telegrams: *Cultura*

## Fruit Tree Stocks

## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite,  
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surpassed.

Samples and prices are at the command of a  
communication from you.

## Dayton Fruit Tree Label Co.

South Canal St., Dayton, Ohio

## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

## W. B. WHITTIER & CO.

FRAMINGHAM, MASS.

## Norway Maple Silver Maple and Carolina Poplar

IN CAR LOTS ALL SIZES  
GET OUR PRICES

## The Greenbrier Nursery Co., Inc.

Greenbrier, Tennessee

## FAIRFIELD NURSERIES

FRUIT AND SEED FARMS

OFFER for Fall 1914

GRAPE VINES—One and two years old. Varieties  
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Also Scarlet or Crimson Clover Seed and Cow Peas.  
Free from weed seeds, all re-cleaned and guaranteed  
first class.

Correspondence solicited. Price list upon request.

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Long Distance Phone and Telegraph, Salisbury, Md.

## Fumigation with Hydrocynic Acid

Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose  
Scale and other Insect Pests. Endorsed  
by all agricultural experiment stations.

Manufactured by

## The Roessler & Hasslacher Chemical Co.

100 William St., New York

AFTER HAVING FINISHED  
your fall shipments no doubt you are in  
need of something in our line for the  
new season's work.

*Plate Books*

*Loose Plates*

*Catalogues*

*Printed Matter, etc.*

Catalogue on application.

## ROCHESTER LITHOGRAPHING CO.

22 ELIZABETH ST.

ROCHESTER, N. Y.

# V.G.'S

## VERY GOOD

HARDY NURSERY STOCK SUCH AS

AZALEAS, BUXUS,

CONIFERS, EVERGREENS,

PAEONAS, MAGNOLIAS,

RHODODENDRONS,

ROSES, ETC.

Offered by

## G. W. VAN GELDEREN

Wholesale Nurseries

Ask for Catalogue

BOSKOOP (Holland)

REPRESENTED BY

W. B. VAN EYK, 14 Stone Street, New York, N. Y.



**225 ACRES**  
*of*  
**Ornamental Trees**  
**S H R U B S**  
*and*  
**EVERGREENS**  
*OF EVERY DESCRIPTION*

*Choice Stock for Nurserymen whose trade demands the best material.*

*Send for Catalogue.*

**THOMAS MEEHAN & SONS**  
 WHOLESALE NURSERYMEN  
 DRESHER, PENNA.

**SPECIAL NOTICE**

APPLE QUINCE PEAR CHERRY  
 PEACH PLUM

A Fine Block of  
 Own Root Roses

ORNAMENTAL TREES SHRUBS  
 BERRIES CLEMATIS  
 EVERGREENS PEONIES PHLOX  
 PYRAMIDAL and STANDARD  
 TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
 lists and carload lots.

**W. & T. SMITH COMPANY**  
 GENEVA, N. Y.

63 Years

700 Acres

**NOW READY**

**We Offer For Prompt Shipment:**

ROSES, FIELD-GROWN. Own roots and budded.  
 ABELIA GRANDIFLORA Field-grown, transplanted.  
 LAUROCERASUS. (English Laurel.)  
 MAGNOLIA FUSCATA Pot-grown  
 OLEA FRAGRANS Pot-grown.  
 OSMANTHUS AQUIFOLIUM Pot-grown.

LIGUSTRUM JAPONICUM.  
 LUCIDUM, NEPALENSE, and other good varieties, fine  
 bushy plants.

CAMPHOR. Pot-grown.  
 SATSUMA ORANGE, Budded on Citrus trifoliata, field-grown

BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
 BIOTA AUREA CONSPICUA  
 WISTARIAS. Best sorts, grafted.  
 APPLES. One and two year.  
 FIGS.

ENGLISH WALNUTS. 18 to 24 inches, 2 to 3 feet and 3 to  
 4 feet, transplanted; fine straight stock.

JAPANESE WALNUTS.

We also offer a fine stock of Deutzias, Spiraeas, Phila-  
 delphus, Hydrangea Otaksa, Pomegranates, Elms, Texas Um-  
 brella, Tulip Poplar, Weeping Mulberry, Sycamore, Oaks, and  
 a general line of ornamentals.

Send us your list of wants and let us figure on same.

**P. J. BERCKMANS CO., Incorporated**

FRUITLAND NURSERIES AUGUSTA, GEORGIA

Established 1856

Over 450 Acres in Nursery

**IMPORT STOCK - CASE LOTS**

**Can make Prompt Shipment, at  
 F. O. B., N. Y. Prices, in Case Lots.**

42 Cases French Manetti, 1 yr. 5-9 m|m  
 (10, 12, 15,000 per case)

45 Bales Raffia, Red Star Brand  
 (225 lbs. per bale)

137 Bales Raffia, AA West Coast  
 (225 lbs. per bale)

86 Bales Raffia XX Superior  
 (225 lbs. per bale)

30 Cases Kentia Forsteriana Seeds  
 • 2¼ bushels (about 11,000 seeds per case)

12 Cases Kentia Belmoreana Seeds  
 2¼ bushels (about 8000 seeds per case)

24 Cases High Grade Berlin Valley Pips  
 1913 crop from N. Y. Storage (2500 pips per case)

4 Cases Lilium Multiflorum  
 (new crop) 7-9 in. (300 per case)

4 Cases Lilium Rubrum  
 (new crop) 8-10 in. (170 per case)

7 Cases Lilium Giganteum  
 (new crop) 7-9 in. (300 per case)

5 Cases Lilium Giganteum  
 (new crop) 9-10 in. (200 per case)

Write for Prices and Terms

McHutchison & Co., The Import House 17 Murray St., N. Y.



## The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
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We have every facility for growing evergreens from seed—*plus* the finest natural location that we know of in the United States, *plus* over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

## Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

**THE D. HILL NURSERY CO., Inc.**  
*Evergreen Specialists*

D. HILL, President Box 401, DUNDEE, ILLINOIS

### TO THE AMERICAN NURSERY AND FLORIST TRADE

Gentlemen:—On account of the war, we have not printed this season any catalogue, although we have the best lot of **Nursery and Florists'** stocks we have had in years.

We have not printed a catalogue because its preparation has been stopped by the uncertainty in which we have been during the months of August and September.

We do not speak about the uncertainty of the results of the defensive war which from the first day we have believed would turn in a victory for France and her allies, but of the uncertainty about the means of transport of our goods.

Now we are sure that the French railways touching the seaports in connection with the U. S. A., are able to do their work which is commenced satisfactorily since the end of October via Le Havre and Bordeaux.

In these conditions, we put our service at the disposition of our American colleagues for the following articles:

**ROSES.** Several millions, deliverable in the best sorts, old and new in splendid choice. Our collection is one of the greatest in the world.

**ROSE STOCKS.** Enormous lots of **Manetti, Multiflora de la Grifferaie, Multiflora Polyantha, Dog Rose, etc., etc.**

**FRUIT TREE STOCKS.** Enormous lots of **Apple, Mahaleb Cherry, Pear, Myrobalan Plum, Quince, etc., etc.**

**YOUNG DECIDUOUS and EVERGREEN ORNAMENTAL TREES AND SHRUBS.** Very large assortment and splendid choice.

**YOUNG CONIFERS FROM OUTDOOR** and in pots. Very good.

**YOUNG FOREST STOCKS** (Conifers and others. Splendid.

**NEW, RARE, or NOTICEABLE TREES and SHRUBS.**

**HARDY HERBACEOUS PLANTS.** New, Rare, or Noticeable; also the best in general varieties. Big assortment of Hardy Asters (Michaelmas Daisies), Peonies, Phloxes, etc.

If you have in hand our Catalogue dated **Autumn 1913, Spring, 1914**, please refer to it, taking account that our new prices are about the same, except those for some Fruit-tree stocks, Roses and Rose stocks, which have been lowered, some of them considerably.

We shall be pleased to quote at once on any inquiry, and the best care will be bestowed on all orders we may receive

Our nurseries are under the control of the Paris Phytopathological station. American customers are requested to send with their orders the **number** of their import permit. (A permit may be obtained without difficulty from the Department of Agriculture, at Washington.)

New customers will assist in making shipment by sending French or English references.

Awaiting the favor of hearing from you in the course of the season, and we trust quite early, we remain, gentlemen, Yours faithfully, **E. TURBAT & CO.**

**Jules Gouchault & Turbat Nurseries**  
**E. Turbat & Co., Successors, Orleans, France.**

When writing to Advertisers please mention The National Nurseryman.

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

½-inch, ¾-inch, 1-inch and wider, cut to any length from 8 inches to 72 inches, at lowest possible prices. Have, sometimes, bargain lots of steel strapping, 1-inch to 1½-inch wide, random lengths. : : : :

WRITE US

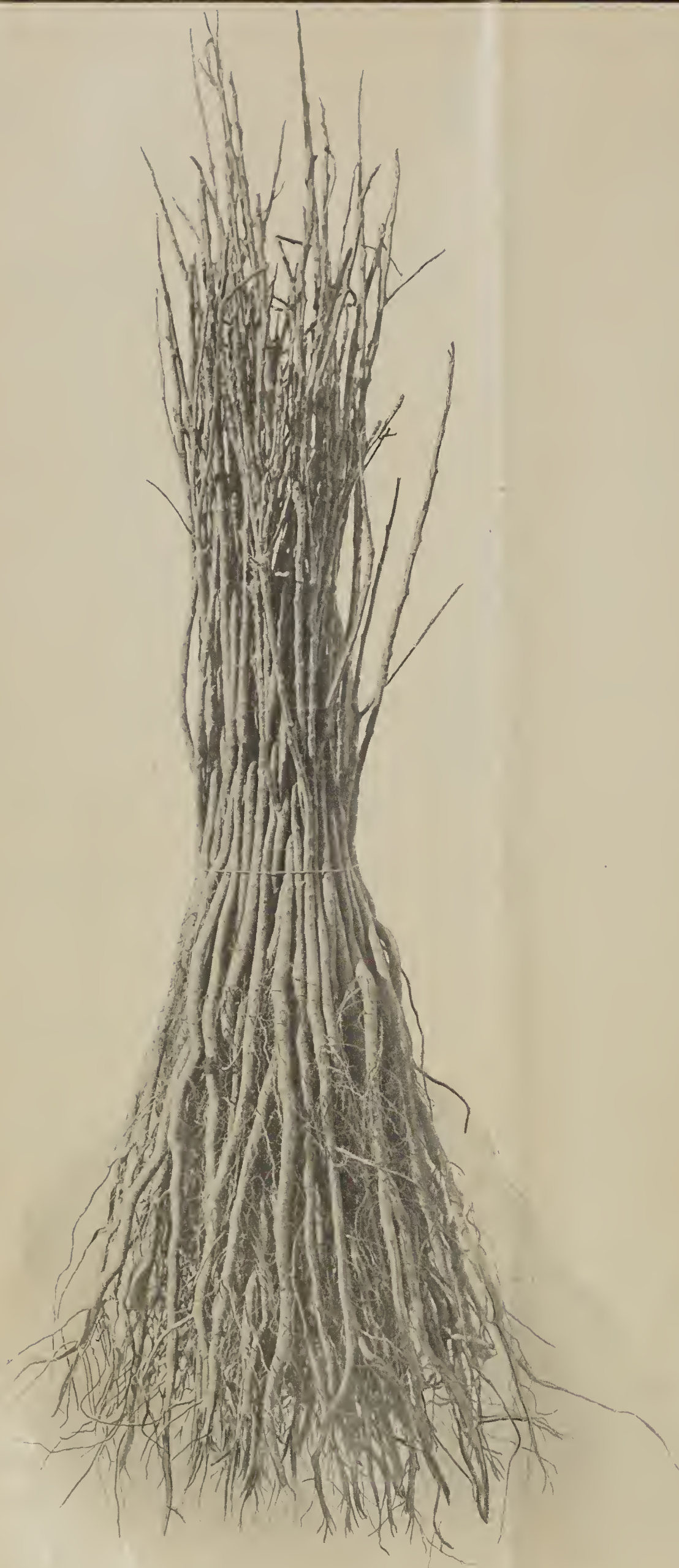
COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

888 Progress Street,

ALLEGHENY, PA.





We have  
a fine lot of  
Apple Seedlings



We can furnish all  
grades, both, Straight  
and Branched Roots.



*Our Seedlings*  
are grown under the  
most favored condit-  
ions and they show it.



We also have  
*Japan Pear Seedlings*  
all grades.

Ask for Special Prices



**F.W. WATSON & Co.**  
**Topeka, Kansas**

Apple and Pear Seedling Specialists

Our No. 1 3-18 and all up straight root Apple Seedlings.

When writing to Advertisers please mention The National Nurseryman.



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK  
The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., JANUARY, 1915.

No. 1.

## JAPAN AND THE JAPANESE THEIR LIFE, RESOURCES, ACHIEVEMENTS. INTERESTING DETAILS OF AN INTERESTING PEOPLE.

By James McHutchison

JAPAN, secluded for over two centuries from contact with the outside world, was burst open by Commodore Perry's American Expedition in 1853. Making a virtue of necessity, Japan's rulers soon determined to

amusements largely adopted. Buddhism and Shintoism was discouraged and Christianity encouraged. This policy has made Japan what it is to-day—an eastern people westernized.



*Shinto Temple near Kamakura, Japan*

Europeanize the country. Ships were bought, foreign naval and military instructors engaged, feudalism was replaced by a centralized autocracy, education reorganized on Western methods, mail service, telegraphs and railroads introduced, European dress, manners and

While the Japanese have adopted from all other nations the ideals which suit them best, they are really developing along British lines, they are the British of the far east. Their insular position makes of them a maritime nation. They have a large mercantile marine



embracing some of the world's largest steamship lines, trading to Australia, America, Europe and they are rapidly extending this shipping trade—already vast. They are developing their new colonies of Formosa and Corea and they realize that in order to preserve their national independence and be a world power, they must compete with western nations according to western methods.

Throughout the Orient, one is constantly impressed by the strange mingling of the east and west—the Orient with the Occident. This is very noticeable in China, India and the Phillipines, but still more so in Japan. To use an illustration of this from my own experience, I arrived at the railroad station for Yokohama at 8 o'clock one evening and while there were hundreds of jinrickshaws around—those little chairs on two wheels so

paid 15 cents for a very long and hard day's work. Like many Japanese ports, Nagasaki is a naval base, so no photographs may be taken afloat or ashore, but we spent over two days there very pleasantly visiting the temples, shrines and shops and strolling up the narrow crowded streets.

Our route took us through the inland sea of Japan, which we entered by a very narrow passage, with the cities of Shimonoseki and Moji on either side of us, navigation is difficult and tedious as there are so many junks and fishing boats around, in fact the water is studded with them and they have the right of way over steamers. We wormed our way for 400 miles through these islands to Kobe, the principal seaport of Japan, a city only 50 years old, though with a population of



*This explains why Mr. Jas. McHutchison was not at the last Convention  
Photo taken near Tokio, Japan*

familiar in the Orient, I was whisked away by my friends in an automobile through the crowded streets to a Japanese tea-house and in 20 minutes was sitting cross-legged on the floor clad only in a kimono, eating raw fish and other Japanese delicacies with chopsticks, while Geisha girls entertained us with music and dancing, thus one goes from the west to the east in a few minutes.

The 4th of July we spent at Nagasaki, where we got our first view of Japan; the harbor is landlocked and very picturesque, with many small islands around and the rice fields running up the hillsides in terraces. Anchored alongside of us was the Pacific Mail liner "Mongolia" taking on coal. This operation occupied fully 1,000 Japs, mostly women, who passed the coal in small baskets from hand to hand up ladders ranging up the steamer's side from the barges below; they stow away about 400 tons per hour that way, the women are

375,000 people.

The large cities such as Kobe, Yokohama and Tokio have been much modernized. The European settlements of the seaport cities usually are along the water front or Bund, as in Chinese Cities, the streets have been widened and excellent electric street cars run along them. Some of the buildings are very fine, the banks especially so. There are larger and finer bank buildings in Tokio than I have seen anywhere, not even excepting London, New York or Berlin. Of course, outside of these settlements, the cities are Japanese, with small shops and narrow streets, but clean everywhere.

Tokio is a vast city, with a population of well over two millions. The center of the city is occupied by the Imperial palaces, city and government buildings and embassies of foreign nations, the streets are as wide as in the best parts of Paris, there are many fine parks,



famous for their cherry blossoms in spring, but interesting at all times. I was in Tokio three times though only long enough to see the most interesting places. Of course, all outside of the central part of the city is strictly Japanese, it takes a jinrickshaw over an hour to go from one railway station to the other—the coolie running all the time. We spent a rainy afternoon in the exhibition buildings looking over the exhibits from various parts of Japan and her colonies.

While in Tokio, we were fortunate enough to see the emperor and empress emerging from the Imperial Palace, seeing by our dress that we were Europeans, the emperor bowed to us; the people stood respectfully, with their hats off and heads slightly bowed and we did the same. In former years a man who looked at the Mikado

and with a Diabutsu or bronze sitting statue of Buddha 50 feet high and 80 feet around the hips.

Being carried through the mountainous districts in chairs, carried by four coolies, gave us a good chance to see the varied vegetation growing along the roads. *Lilium auratum*—the golden-banded Lily of Japan, was at its best in full bloom, large spikes were growing in great profusion on the bare hillsides everywhere; we passed through miles of bamboos in many varieties. I also noticed *Astilbe Japonica*, both pink and white, *Hydrangeas* in many varieties, *Hydrangea Hortensis* in the gardens was covered with flowers of the most cerulean blue). *Azaleas* in many varieties, *Choysa ternata*, *Cryptomeria Japonica*, *Retinospora obtusa*, *Thuya obtusa nana*, Chrysanthemums and many other varieties of trees



*Pinus densifolia*, trimmed

Photo by J. McHutchison taken near Tokio, Japan

would have his head whisked off, in fact it was a common tradition that if a man looked at him he would lose his eyesight. Later on we saw the crown prince at Miyanoshita—a mountain resort in the vicinity of Mount Fujiyama. He is about 8 years old, and with him were 5 other boys of the same age, size and appearance, all dressed the same; this seemed to me a very practical protective measure, for no assassin could pick the emperor's son out of the six boys.

Of course we visited the principal tourist resorts, Kyoto, a city of 450,000, once the capital city and famous for its art, temples, shrines and gardens; Nikko, which has huge avenues of *Cryptomeria* trees, some of them 8 feet through, many waterfalls and fine mountain scenery, also some of the finest temples in Japan. Yenoshima, a fishing village on an island connected with the mainland by a bridge, Kamakura, rich in history and legend

and flowering plants, for Japan and China have furnished the horticultural world with many of its most valued trees and plants.

There are no nurseries in Japan as we understand the term, though a good deal of nursery stock is grown by the farmers around Tokio and other large cities. The Yokoma Nursery Company has a nice place in an excellent location near Yokohama and Mr. H. Suzuki was very courteous in showing us through the greenhouses and grounds. There are some beautiful large and old specimens on view here, some of which are intended to grace the Panama Exposition at San Francisco next year. The nursery districts which Mr. Seitaro Arai was kind enough to take us to near Tokio, were intensely interesting, located miles from a railroad or even a main road, they contain little blocks—but large quantities in the aggregate—of *Thuya obtusa nana* and *aurea*, *Sciadopitys*



*verticillata*, Japanese maples, pines and similar stock in beautiful condition, mixed in among rice fields, bamboo groves and farm products. None of these farmers know the botanical names of the stock they grow; the thatched roofs of the natives and the mixture of growing stock reminded me of some of the out-of-the-way nursery sections of Holland, but the Japanese district is much more picturesque and has a charm all its own.

All through Japan railroad travelling is cheap, quick and comfortable, the trains carry three classes and on the main lines they carry dining and sleeping cars. The hotels all through the Orient—especially Japan, are clean and well-kept, European food is excellently served and the attendance is thorough without being obsequious. One can travel in Japan with more pleasure and comfort

strong and wiry; in Tokio I saw two men pulling a load that with us would require four horses. They are honest, too. We stayed often in Japanese hotels where there is no privacy in the rooms, clothes containing valuables have to be left unprotected in the tea houses and hotels, yet nothing was ever missing. In one hotel we stayed at in a small interior village, our Japanese host was handed a few cigarettes he had left there on a visit three months previously; they had been kept for him. The Japanese are very clean in their habits, most of them bathe two or three times a day, in Tokio alone there are over 1100 public baths.

In travelling through Japan and observing the respectful friendship with which they regard all white people, especially Americans, it seemed to me, as to several



*Entrance to a Nursery, near Tokio, Japan*

than any country I know of.

The Japanese are a most likeable and loveable people. They set an example to us westerners in politeness, always courteous, always smiling, generous, hospitable, a peaceful happy people. There is very little crime. I never saw a quarrel or heard even a harsh word all the time I was in Japan. I walked alone through the crowded streets of Kyoto and other large cities where Europeans are seldom seen, but I was not molested anywhere and felt perfectly safe among them, though I had visited one of their Ju-Jitsu schools in operation at Kyoto and knew the power often contained in those small muscular bodies. Most of the men average only 120 to 130 pounds, the women from 100 to 110 pounds, there are no very fat or thin Japanese. Rice is their staple food and this crop covers 50 per cent. of the cultivated fields. It grows under water. The women work as hard as the men, the men are exceptionally

others with whom I spoke on the subject, that the only "Yellow Peril" we have to fear is the "Peril" of the "Yellow" newspapers, those pirates of journalism which print malicious fiction in our papers with the object of having it reprinted in equally yellow Japanese papers as the expression of the American people. Our government should muzzle these mischiefmongers.

Being with Ralph M. Ward, of New York, and staying with Japanese friends most of the time we were in central Japan, I had exceptional opportunities of seeing the Japanese as they live, I was taken or accompanied to wherever I wanted to go and was bathed and perfumed when I returned and fanned while I ate. I was overwhelmed with costly and beautiful presents and when we left Yokohama baskets of flowers and plants were sent to our cabin and cages of crickets to sing to us on the way across. Can you wonder that I liked Japan and the Japanese?



# SOME OF THE BEST FRUITS, SHRUBS AND ORNAMENTAL TREES GROWN IN JAPAN

By Saburo Tomoyama

I HAVE a great interest in your country and American horticulture. I think you have a great interest in Japan and Japanese horticulture. Have you a taste in your country for Japanese gardening? If you are a nurseryman and are fond of the Japanese splendid flowers, hydrangeas, fruits, magnificent shrubs and other ornamental trees, you will find much to interest you in the following:

The horticultural and agricultural progress of Japan has been no less marked than her military and political development and since the Russian-Japanese war the foreign trade of Japan has advanced by leaps and bounds. I understand that this year the rice crop, that principal crop in Japan, throughout the country is doing very well.

The Japanese Department of Agriculture has issued its first report on the rice crop of 1914. The following table shows the rice crop of 1914 by the whole country as estimated by the Japanese Department of Agriculture, August 27, 1914. 37,993,053 Koku. 1 Koku equals about 5-16 bushel.

The following table shows the rice crop up to 1913 from 1904:

50,255,287.....	1913
50,222,509.....	1912
51,712,433.....	1911
46,633,376.....	1910
52,437,662.....	1909
51,933,893.....	1908
49,052,063.....	1907
46,302,530.....	1906
38,172,560.....	1905
51,430,221.....	1904

50,635,233. The average crop of 7 years to take away largest and smallest crops.

The following is a list of the best fruits, shrubs, ornamental trees grown in this country:

## A. Chestnut (*Castanea vulgaris*)

1. Bon-Guri. Very early. Vigorous, prolific and regular. Market price very high.
2. Tanba-Guri. Largest. Ripen last of September in Japan.
3. (Shiba-Guri. Early. Very prolific. Culture easy. Stock used).
4. Tomoe-Guri. Originated by S. Tomoyama. Fruit medium size. Vigorous, Prolific. Color of nut dark maroon, very handsome. Good quality, keeping very long.

## B. Walnut (*Juglans* sp.) Onikurami

## C. Japanese Persimmon (*Diospyros Kaki*)

### No. 1. Sweet kind ama-kaki

1. Zenjamaru. Early medium size, prolific, great many produced at near Tokio.
2. Ama-Hyakame. Good quality. Ripen early part of October. Different name "Kum-oroui."
3. Fuyu-Kaki. Vigorous, ripen early part of November. Different name "Mizugosha."
4. Jiro-Kaki. Large, most prolific, good quality, ripen early part of November.
5. Goshu. Medium size, about seedless, vigorous.
6. Tsurunoko. Very early, an egg type.

### No. 2. Astringent kind, shibu-kaki.

1. Hachiya. Egg type, largest size, yellow, 50-60 monme, largest fruit 100 monme.
2. Fuji. Different name "Mizu Hachiya," largest 120-130 monme. Good quality.
3. Emon. Large, many produced at near Tokio.
4. Mino. Egg type, large, good quality.

### 5. Gionbo. Rose color, largest size, vigorous, ripen last of October.

### 6. Saijyo. Oblong form, yellow color, prolific, vigorous.

### 7. Shibuhyakuma or Koshuhyakuma. Large size, vigorous ripen last of October.

## D. Rhododendron (*Ericaceae*) Japanese Azaleas.

A native of Japan. Propagation of the Japanese Azalea may be classified as follows:

1. Planting of seed (For the production of new varieties seeds are practically always used.)
2. Layering for pot culture.
3. Cutting of the stem for the garden tree.



*Festival in Japanese Village, near Tokio, Japan*



4. Grafting. For the novelty varieties.

5. Division of the stems. For early, easy and many plants.

The best time to plant Azaleas is just after they have completed their summer's growth, which is usually to May and from October in our country. At this time the roots and stems are about dormant and transplanting does not injure them.

The varieties of Kirishima-Tsutsuji (R. Indicum).

1. Hototogisu. Light Rose color, single flowered.

2. Hanaquluki. Single.

3. Teruhime. Single deep rose color.

4. Nodanosato. Lilac color, double flowered.

5. Sotoorihime.

6. Hatsuma. Light crimson color, single large form.

7. Tsukushigata. Purple color, single.

8. Yukino-Sakazuki. Snow white, large size single-flowered.

9. Yo-Sakura. Single, purple.

10. Hakusa. White, single.

E. Wistaria sinensis (Kraunhia floribunda Taub).

Beni-noda. Light rose color, long cluster.

Murosaki-noda. Long cluster, purple color.

Shiro-noda. White color long cluster.

Shiro-Tama. White.

Murasaki-Tama. Purple.

F. Dwarf Japanese flowering Cherry, Niwa-Sakura.

Shiro-Hime. White.

Sakura-Hime. The single little (diameter 4-5 inches). Light rose flowers open for the leaves appear and are produced in profusion; these are followed by medium fruits, which at first when fully grown are yellowish red but become dark purple when ripe. The leaves are medium size and of beautiful green color and in the autumn turn to the shades of orange and deep crimson.

This is one of the most rare, most beautiful and new deciduous-leaved trees in Japan at the present now growing near Tokio city. 4 to 5 feet in height. Flowering month to the last of April and from the last of March, 1914 by writer's record—to April 24th from March 25th. The fruits are very nice. I have many seeds and plants of this tree.

G. Aogiri.

One of the most magnificent and largest deciduous-leaved trees in the Japanese Gardens. Sometimes it reaches in Japan the height of forty feet with a trunk two feet in diameter. The bark is very excellent green color. The fruits are used in a collect of an oil and baked fruits are used. The Japanese children are very fond of them. These ornamental trees are growing in the park, garden, temple, etc. This tree is very rare in Japan. One of the beautiful Aogiri trees in my garden reaches the height of forty feet, with a trunk one and half feet in diameter. The leaves are thick and large. But Dwarf

Aogiri (young plants) are adapted for pot culture. I have many seeds of this tree.

G. Golden Bell. (Forsythia) Oleaceae.

Rengyo—Japanese name.

Flowering month from the early spring. The different name is "Itachigusa," slender stems, very beautiful, a great many in culture near Tokio.

If you have not these and other Japanese native plants, shrubs, I will send you (with low price on exchange) that subscribers of the National Nurseryman.

I will send you too various magazines, newspapers and books.

I have great interest in your country therefore I hope you send me the following articles.

1. Seeds, trees, shrubs, fruits and canned fruit or vegetables.

2. Gardening books and the memorable postage stamps.

3. Annual Report and year books of horticultural department in your State.

4. Picture and photograph and agricultural country life.

5. Splendid post card of your country and others.

If you wish send questions on the Japanese Horticultural and Agricultural and exchange. I hope you will write me.

Address NO. 21 FUJIS-WA, IRIMA, SAITAMA. Toyooka, Japan.



*Jas. McHutchison in Yokohama, Japan*

## BOOK REVIEW

"Japan Today and Tomorrow" by Hamilton W. Mabie, author of "American Ideals, Character and Life." Illustrated. Decorated Cloth, 12mo, boxed. \$2.00 net. Published by The MacMillan Co., New York. This volume conveys a clear and definite impression of the spirit of the Japanese people—what they are interested in and what we may expect of them in the future.

The Belgium plant growers have troubles enough these days. While their lives are fairly safe under German rule, their greenhouses and property are in constant danger of destruction or damage. Communication by mail or cable is entirely shut off with the outside world except by messengers that can get through the military lines from Holland.



## WESTERN ASSOCIATION OF NURSERYMEN MET IN ANNUAL CONVENTION, DECEMBER 9-10, 1914, AT COATES HOUSE, KANSAS CITY, MISSOURI.

**E**AST of the Alleghanies, west of the Rockies, from the Lakes and from the Gulf and from all through the North, South and Central West they came with the glad hand and kindly greeting and it is safe to say that never did a body of Nurserymen spend two more pleasant and profitable days together.

Formal procedure commenced at 10.00 a. m. on the 9th and with our vigorous young president, W. C. Griesa, in the chair, preliminaries were rushed, minutes of 1913 were read and approved, committees were appointed:

Treasurer reported on hand \$676.15. Accounts audited and approved.

Adjourning at 12.30 p. m. for lunch, every seat at the special tables was filled and W. P. Stark, knowing the Association's appreciation at former feasts had fine specimens of the Delicious apple lining the tables. None were left to tell a story. If not eaten into the pocket they went for after consideration. W. C. Reed distributed generously of Indiana and Poley Pecan nuts. The Association hopes he will prove their perpetual productive-



*C. C. Mayhew*

*President of the Western Association of Nurserymen*



*E. J. Holman*

*Secretary of the Western Association of Nurserymen*

### ON NOMINATIONS

E. S. Welch  
F. A. Weber  
H. D. Simpson

### ON AUDIT

Geo. Holsinger  
J. S. Lopeman  
Geo. Johnson

### ON NEW MEMBERS

Geo. Marshall  
Peter Youngers  
C. W. Carman

### ON RESOLUTIONS

W. C. Reed  
E. H. Balco  
L. C. Stark

### ON OBITUARY

R. J. Bagby, J. W. Schnette, J. H. Skinner.

The applications for membership of David Knight & Son, Sawyer, Mich., and M. L. Taylor, Perry, Kansas, were properly referred, favorably reported and elected.

ness.

2.30 p. m. President Griesa rapped to order. The new members, Messrs. David Knight & Son and M. L. Taylor being introduced, roll of membership was read.

Mr. A. L. Brooks by special act was elected an honorary member. The Committee on nominations reported the following officers for the ensuing year and they were duly elected.

President - C. C. Mayhew, Sherman, Tex.  
Vice-President - Lloyd C. Stark, Louisiana, Mo.  
Sec'y-Treasurer - E. J. Holman, Leavenworth, Kan.

### EXECUTIVE COMMITTEE

Peter Youngers, - - - Geneva, Neb.  
D. S. Lake, - - - Shenandoah, Iowa



H. M. Simpson, - - Vincennes, Ind.  
 R. J. Bagby, - - New Haven, Mo.  
 J. H. Skinner, - - Sta. "A" Topeka, Kan.

The President's address, followed by many excellent papers, was given close attention, and much earnest discussion ensued. One of the most satisfactory features to every nurseryman was the unanimity of statements by Nursery Committeemen and professional and official inspectors of harmonious agreements promising at an early day the long worked and hoped for "Uniform State Inspection Laws."

Every moment, to the end of the second day, was replete with great interest. The valuable papers will appear in our trade journals. The discussions will be with those present only.

A committee, consisting of J. W. Schuette, E. P. Bernardin, H. B. Chase, were appointed to consider a paper on TRADE TERMS and report at next annual meeting for adoption. Peter Youngers made final report as Treasurer in the Reed case. The Legislative Committee of Western Association was instructed to consider any bill introduced in U. S. Congress relating to mailing of catalogs in bulk and work in connection with the Seedmen's Committee, meeting in Philadelphia this month. W. P. Stark was delegated to attend a meeting of this Committee.

#### REPORT OF THE RESOLUTION COMMITTEE OF

#### THE WESTERN ASSOCIATION OF NURSERYMEN.

RESOLVED, that we extend our thanks to the retiring President, Mr. Griesa, for his splendid address and suggestions, also for the splendid work accomplished the past year, endorsement of which is shown by the largest attendance at this meeting in the history of the Association.

RESOLVED, that we thank the W. P. Stark Nursery Company for the splendid, Delicious apples served at our noon luncheon.

RESOLVED, that our thanks be extended to Mr. J. R. Mayhew for the splendid paper presented and many suggestions that it contained, which, if worked out, will be of great benefit to the fraternity, and while a number of them do not seem to be practical at the present time, it is hoped the discussion brought about may lead to their solution in the future.

RESOLVED, that it is the sense of this Committee that the O. L. I. A. R. report should be issued quarterly by the Secretary.

RESOLVED, that we thank Joseph A. Barr, Director of Congresses of the Panama-Pacific International Exposition, for the kind invitation extended to our Association to hold its meeting at the Exposition, and while it is not considered practical to meet there in a body, would urge all members to attend who attend the convention to try and make it convenient to be there on August 16th, 1915, as this day has been set aside by the management as "Nurserymen's Day."

RESOLVED, that we extend our thanks to the management of the Coates House for their courteous treatment and accommodation while holding our convention.

RESOLVED, that it is with the deepest regret that we learn of the serious illness of Prof. Summers, State Entomologist of Iowa, and that we extend our sympathy and express our wish for his speedy recovery.

RESOLVED, that we extend a vote of thanks to Prof. Hunter, Prof. Dean, Prof. Haseman, Prof. Classen, for attending our meetings and helping to fill in this program with their valued papers and advice, which we at all times appreciate.

RESOLVED, that our thanks are due Mr. Lloyd C. Stark

for the comprehensive program, the subjects of which have elicited great interest, discussion and made our meeting most profitable.

RESOLVED, that it is the sense of this Association, in the interest of all concerned, that the Legislative powers for the regulation of horticultural and nursery inspection should be vested in a Commission or Board, one member of which to be an active nurseryman.

Respectfully submitted,

RESOLUTIONS COMMITTEE.

Notice was given that an amendment to the Constitution would be offered at the next annual meeting providing Honorary Membership for those that have distinguished themselves as Nurserymen, and for those whose friendship and assistance have promoted the interests of this Association.

E. J. HOLMAN, *Secretary*.

WHEREAS, the Grim Reaper Death has entered the fold of this Association and taken therefrom Jas. J. Truitt and Wm. Truitt and the wife of Mr. D. S. Lake,

THEREFORE, be it resolved that the sympathy of this Association is extended to the families of the deceased, and that a copy of these resolutions be transmitted to the respective families.

R. J. BAGBY,  
 J. W. SCHUETTE,  
 J. H. SKINNER,

Committee.

Rochester, N. Y., December 23, 1914.

#### UNIFORM STATE LEGISLATION

The National Nurseryman,  
 Flourtown, Pa.

Gentlemen:—

Relative to the matter of Uniform State Legislation, I beg to report that at the Cleveland Convention last June our Committee had a conference with Prof. Sanders of Wisconsin, and with Mr. Roeding, of California, who presented the idea of some of the people on the Pacific Coast. After a thorough discussion, Prof. Sanders proposed to re-draft his bill and submit it to our Committee for further consideration. We received a revised draft from Prof. Sanders about December 1st, and our Committee got together at Kansas City on December 9th and gave the subject further and careful consideration, and now expect to meet with the Association of Horticultural Inspectors at their annual convention in Philadelphia, December 29th next, at which time it is expected that it will be possible to reach an agreement with the Horticultural Inspectors and arrange a final draft of the bill which will be satisfactory to all interests concerned.

It is expected that Mr. Orlando Harrison, representing the American Pomological Society, will be present at that meeting, and if a bill can be agreed on it will mean an agreement between the Horticultural Inspectors, the Nurserymen and the Pomological Society. This will be the first step toward securing uniform state legislation, and today the prospects look very bright for securing such an agreement.

I will be able to make a further report for your February issue.

Yours truly,

WILLIAM PITKIN, *Chairman*,  
*Committee on Uniform State Legislation.*





## Obituary.



### JOSEPH G. HARRISON

Mr. Joseph G. Harrison, one of Worcester county's staunchest and best loved men, died of Brights Disease at his home in Berlin, Maryland, at the ripe age of seventy-four years. Interment took place at Evergreen Cemetery, Berlin, Md. He was honored and respected by all who knew him, and especially by those who were in his employ and knew his true worth as a good citizen, a kind and loving husband and father, a philanthropist and a true friend.

To mourn his loss he leaves a widow, who before her marriage was Miss Elizabeth Franklin, two brothers, Levin and Charles Harrison, three sisters, Mrs. Charles Hamblin, Mrs. Charles Hastings and Mrs. Eliza Jane Moore and four children, Orlando Harrison, a member of the Maryland Senate, George A. Harrison, Mrs. Della K. Powell, wife of Mayor W. B. S. Powell, of Ocean City, Md., and Mrs. Achsah Purnell, wife of George W. Purnell, of Berlin, Md. The four children being by his first wife, who before her marriage was Miss Annie Kate Collins, of Bishopville, Md.

Mr. Harrison was born in the year 1840 in lower Sussex County, Delaware. In the year 1883 he and his family moved to North Carolina and there engaged in the lumber business. He came to Berlin in 1884 and engaged in fruit growing; he was one of the pioneer orchardists of the peninsula and has succeeded in developing the business of fruit growing to a high degree. Five years later, he, with his two sons, Orlando and George A. Harrison, started a small nursery which has been enlarged from year to year and now is known as Harrisons' Nurseries. Mr. Harrison has been in poor health for the past twelve years and the active management of the business was in the hands of his two sons who will continue as heretofore.

### MRS. JESSIE S. MOSS.

December 17th, Mrs. Jessie S. Moss, founder of the Huntsville Wholesale Nurseries, Huntsville, Ala., died at her home, at the age of 79.

Mrs. Moss with the late Major W. T. Heikes, who was for many years manager of the concern, built up this well known nursery establishment.

She is survived by one son, Milton Moss, who is actively interested in the business.

### CHARLES LITTLE.

Charles Little, son of William S. Little, Rochester, N. Y., died suddenly, December 17th. Mr. Little was associated with his father in the nursery business at Rochester for a number of years.

### WILLIAM KIND.

William Kind, Hammonton, N. J., died December 24th, aged 75 years. In 1903 Mr. Kind purchased 45 acres and in company with his son, Hugo Kind, founded the Shady Lawn Nursery.

### ELWOOD FOX.

The host of friends of Mr. and Mrs. Marsden B. Fox, Rochester, New York, will regret to learn of the sudden death of their eldest son, Elwood Fox, which occurred December 9th. He was ill scarcely a week and the doctors could not diagnose his case. He was taken to the hospital and an operation performed, but without results.

He was 22 years of age and was with his father in the Rochester Lithographic Company.

## Answers to Correspondents



Can you give me descriptions of and names and addresses of manufacturers of packing machines.

J. V.

Will some nurseryman kindly give the above information.

Could you possibly give us some names and addresses of firms which sell tree moving machinery.

W. G.

We do not think there is any concern that advertises tree moving machinery. We are inclined to think they would have to be made to order.

We believe Henry Hicks Nursery Company, Westbury, Long Island, has patents on tree moving machines. In any event it would be wise to write for information.

### FOR THE QUESTION BOX.

A question which might be taken up for discussion at the forthcoming meeting of the Nurserymen's Association.

"Should a member, when taking a sleeping car from Rochester to Philadelphia, pack in his suit-case a pair of pajamas, or two suits of summer B. V. D's?" This question might be referred to Pitkin and Dayton for the answer.

### A SCENARIO.

Time—Meeting of Horticultural Inspectors.

Place—Veterinary School, Philadelphia.

Characters—Wm. Pitkin, Prof. Sanders and two "Co-Eds."

First "Co-Ed" to Prof. Sanders. "Who is that dumpy, important looking man, with the shiney pate who is doing so much talking?"

Prof. Sanders. (registering pride) "That is Wm. Pitkin, Chairman of the Legislative Committee of the Nurserymen's Association."

Second "Co-Ed." (registering disappointment) "Oh! I thought it was Kewpie."

Dubuque, Iowa, December 23, 1914.

Dear Sirs:—

Enclosed find check of \$1.00 in payment of subscription for one year. I find that I have been taking the paper for about ten years, and it has always been a pleasure to me to read it.

Yours truly,

KEY CITY NURSERY CO.



# The National Nurseryman

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Editor .....ERNEST HEMMING, Flourtown, Pa.

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The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

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Official Journal of American Association of Nurserymen

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AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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SUBSCRIPTION RATES	
One Year in Advance.....	\$1.00
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Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

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Rochester, N. Y., January, 1915.

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THE EDITOR'S WISH FOR THE NEW YEAR

May each one of our readers in particular and every nurseryman in general, take the New Year and make it as happy as possible.

May the collective Mr. Nurseryman during the present year come into the full realization of what he is, and what he is here for.

May each separate part of the big Mr. Nurseryman largely forget his own individual self and be co-operative to the limit of his capacity in growing and marketing.

May the theory that might is right and competition is the life of trade give place to the conviction that in unity and co-operation there is strength and little waste and cut throat competition is not the best way to develop a market.

May the struggle for bread and butter not be so hard this year as to make him forget that one well grown specimen creates more desire for nursery stock than a hundred cripples either growing or on the brush pile.

May the law maker's good intentions be well directed and not too experimental; when practical knowledge has given the answer.

May the collective Mr. Nurseryman realize that his individual parts are continually returning from whence they came so the newer ones should be many and well trained to take the place of those gone; so that our splendid profession may in time take the rank to which it rightly belongs in the economy of the nation and the world.

THE ATTITUDE

A man's attitude of mind or the way he looks at a thing will usually determine his opinion and action.

From time immemorial the nurserymen's attitude in offering his plants to the public has been much the same. A list of botanical names of the plants he has to sell. It

is true these lists have been wonderfully diversified, including common names, descriptions, illustrations until the catalogue has assumed the dimensions and cost of a work of horticulture and become a tremendous expense to the business; and while sweating under the expense he sees no relief because the attitude is still the same based on the fundamental promise that his chief salesman must be a list of his goods arranged in an alphabetical manner.

It will not hurt him to stop and ask himself the question. Is this the best way to offer my goods to the public? Does the tinker, tailor, candlestick maker and florist do the same thing, if not why not? If the nurseryman needs a suit of clothes does he send for a catalogue with every known make of cloth and cut from which to select? Is he not more likely to say I want a serge, worsted or broad cloth of a suitable cut for a given purpose. In other words the tailor's one view is not his goods, so much as the customer's needs.

The nurseryman's attitude is the reverse, he puts more thought on presenting his goods than to the needs of the purchaser and yet the average man is much more capable of selecting a suit of clothes for himself than he is to select plants from a botanical list to decorate his own grounds.

Why not take a different attitude toward the subject of advertising our goods, and view the subject with the slant of vision that will only see the customer's needs?

The wholesale list going to the trade of course is not under consideration; but that vast undeveloped market consisting of home ground of 25 feet and up. Who does not know a shrub from an evergreen or a paeony from a shade tree when seen in a nurseryman's catalogue; so what is the use of sending them one and expecting it to be a good salesman.

To the nurseryman born and raised in the business this will seem an extreme view, but if he wishes to prove it let him engage an advertising man, who has never exploited plants of any kind and watch him flounder, or at the best copy some other man's work, or what is better still, do a little retail selling himself without pictures to customers who have never bought before.

He will soon perceive there is a wide chasm between the nurseryman's catalogue and the customer's mind, that needs to be bridged. Educating the public up to the nurseryman's catalogue is a long and expensive job. Maybe the customer and goods could be brought closer together by giving less time and money to catalogue lists and more to the customer's needs. Tell him what he wants and show him what he wants rather than what you have for sale.

P. Owerkerk appealed from a decision of the collector of customs who assessed 25 per cent advalorem on a shipment of *Rhododendrons* on the ground that a portion of them were *Rhododendron ponticum* and should have been admitted free as evergreen seedlings.

The Board of United States General Appraisers refused to disturb the finding of the collector of customs on the grounds that part of the consignment were grafted plants and dutiable and he had a right to assess all at the highest rate applicable to any of them, no attempt having been made to separate the consignment into dutiable and non dutiable sections.



# ANNUAL MEETING OF THE AMERICAN ASSOCIATION OF OFFICIAL HORTICULTURAL INSPECTORS

## PROGRAM

1. Important Insect Pests Collected on Imported Nursery Stock in 1914. E. R. Sasseer, Fed. Hort. Board, Washington, D. C.
2. Some Recent Insect Importations into New Jersey, H. B. Weiss, New Brunswick, N. J.  
Informal Discussion of Question 1.
3. Prevention of Rabbit Injury to Young Apple Trees. E. N. Cory, College Park, Md..  
Informal Discussion of Questions 2 and 3.
4. (a) Standardized Inspection Certificates; (b) Should Living Plants be Excluded from the Mails. A. W. Morrill, Phoenix, Ariz.
5. Election of Officers for 1915, Business.
6. The Missouri Inspection Service. L. Haseman, Columbia, Mo.
7. The Training of a Nursery Inspector, R. Kent Beattie, Fed. Hort. Board, Houston, Tex.  
Informal Discussion of Questions 4 and 5.
8. Essentials in Insect Control, (A Plea for Greater Simplicity), T. J. Headlee, New Brunswick, N. J.
9. A Model Nursery and Orchard Inspection Law. (Progress Report), J. G. Sanders, Madison, Wis.  
General Discussion led by Mr. Wm. Pitkin, Rochester, N. Y., Chairman of Committee on Legislation of the National Association of Nurserymen.

## QUESTIONS.

1. Should further importation of all nursery stock be prohibited by Federal law, except in very limited amount for experimental propagation by the U. S. Dept. of Agriculture?
2. What is the proper treatment for scale infested premises in close proximity to nurseries?
3. Should we require fumigation of all susceptible nursery stock grown in states known to be generally infested with San Jose Scale?
4. By what means can the standard of efficiency of inspectors be raised?
5. Should horticultural inspectors furnish a bond?

The annual meeting of the American Association of Official Horticultural Inspectors was held in the Veterinary College of the University of Pennsylvania, Philadelphia, on Tuesday, December 29th, and Wednesday, December 30th. The meeting was presided over by M. E. Britton, New Haven, Conn.

The meeting was well attended and much interest manifested in the various topics contained on the program.

The Legislative Committee of the American Association of Nurserymen were invited to attend these meetings, as it was expected that a final report on the proposed Uniform Nursery Inspection bill would be made at the meeting. Chairman William Pitkin, Peter Youngers, John H. Dayton, William P. Stark, Orlando Harrison and Thomas B. Meehan, of this committee were in attendance and were made very welcome by the Horticultural Inspectors,

and entered more or less into the discussions that related particularly to nursery conditions.

Previous to the meeting of the Horticultural Inspectors, in company with Prof. Sanders, who is the father of the Uniform Inspection bill, and the Legislative Committee of the Nurseryman's Association held a prolonged meeting which extended far into the early hours of the morning, for a final discussion on some of the points of this bill and very important changes were made in it to meet the views of the nurserymen's committee.

At the Wednesday morning meeting, action on the proposed bill was taken.

It was hoped that the bill, which had met with the final approval of the two committees would be finally accepted and passed by the Horticultural Inspectors, but after a lengthy discussion the following resolution was offered by T. B. Symons, Maryland.

"Resolved, that this association approves the substance of the proposed bill and that a committee be appointed by the chair, to consist of five members, said committee to communicate with inspectors and nurserymen for the final wording of said bill. Said committee shall have power to act."

The chairman appointed the following committee,—

C. L. Marlett, Washington, D. C.,  
W. C. O'Kane, Durham, New Hampshire,  
E. L. Worsham, Atlanta, Georgia,  
C. F. Gillette, Ft. Collins, Colorado,  
J. C. Sanders, Madison, Wisconsin.

This resolution was adopted and it is believed that speedy action will be taken by this committee so that it may be considered and adopted at the meeting of the American Association of Nurserymen, to be held in Detroit this coming June.

The following officers were elected.—

W. E. Rumsey, Chairman, Morgantown, West Virginia,  
J. G. Sanders, Secretary, Madison, Wisconsin.

## A CORRECTION AND APOLOGY TO MESSRS. DETRICHE & CO.

In our November issue we published the following:—"The following communication was received from Victor Detriche & Company, Angers, France, dated September the 22nd, 1914, signed by the bookkeeper. "Messrs. Detriche are in the war and the invoices will be paid after their return only."

A correct translation of the letter would have been "Owing to the fact that Messrs. Detriche were at the war the payment of invoices would be delayed a little."

Messrs. Detriche have now returned, bills paid, and routine office work brought up to date.

The Kentucky Normal and Industrial Institute at Frankfort, Kentucky, have doubled their seed beds. It is their intention to give the negro pupils at the school practical instruction in orchard and forest nursery work. The work is in charge of the State Forester J. E. Barton.



## THE DESIRABILITY OF NURSERYMEN URGING UNIVERSAL SPRAYING AMONG SMALL ORCHARDISTS

*Read Before the Meeting of the Western Association of  
Nurserymen, by Paul C. Stark.*

THE question might be asked why I am confining my remarks regarding spraying, to the small orchardists without reference to the large commercial orchardist. It is because the man with a commercial orchard has learned, through experience, in recent years, that he **MUST** spray in order to make money from his fruit. If he has not sprayed, his balance has been on the wrong side of the ledger.

On the other hand, the small orchardist (the man

growing fruit.

Why does this state of affairs concern the nurseryman? It is of direct concern to the nursery interests because the orchardist's success means the nurserymen's success. The orchards already planted *must* pay good profits in order to encourage the planting of more orchards and consequently an increased business for the nurseryman.

Most fruit growers, with small orchards, look on the nurseryman as a sort of bureau of information, generally considering the nurserymen's advice as final and complete. In the past there was some hesitation about advising small fruit growers to spray, lest they get the impression that fruit growing is too complex and the methods of orchard management too expensive. However, spraying methods are now so much simplified that



*A view in the Royal Tottenham Nurs., Ltd., Dedemsvaart, Holland*

## A DUTCH NURSERY THAT SPECIALIZES ON HERBACEOUS PERENNIALS

The accompanying pictures illustrate a part of the Royal Tottenham Nurseries of Dedemsvaart, Holland. This is one of the largest nurseries in Holland and their specialty is hardy perennials, rock plants and aquatics,

in addition to which they grow some evergreens and general nursery stock.

This firm issues one of the most complete wholesale catalogues of 56 pages, listing approximately 1500 varieties of plants; they ship to America, Australia, Japan and European countries. Their American agents are McHutchison & Co., 17 Murray Street, New York.

with a home orchard or an orchard for local market) is, in many cases, ignorant of the elementary principles of spraying and the increased profit from sprayed fruit compared with unsprayed fruit. In most cases, the man with a small orchard has read just enough about spraying to get the idea that it is very expensive, very complex and requires too much money to get a spraying outfit—and consequently he decides that his orchard is too small to bother with. The result is that he does not spray and the fruit he grows is second class, diseased and wormy. It is natural for a man, who has an experience of this kind, to become discouraged and say that there is no money in

it is difficult to go wrong and the experience of thousands of fruit growers throughout the country has proven that spraying pays and *pays big*.

Experience is the best of teachers, but we should remember that success does not depend on never making mistakes, but in never making the same mistake *twice*. Some years ago, before the science of spraying was fully understood or simplified by careful experiments, the scale insects and other pests got the best of the fruit growers and many orchards were killed out. It seemed to many that the fruit business was doomed, and as a result thousands of orchards were cut out. However, the



fruit business is better understood now than ever before and the fruit is larger and better quality due to the improved methods. But it is true, although a deplorable fact, that many growers, especially among the small orchardists, still have the impression that there is no money in fruit growing because of the pests to be combatted. It is to the nurserymen's advantage, as well as his duty, to

often a life-boat for the farmer.

Only a few of the experiences, of fruit growers with spraying, will be sufficient to prove to the orchardist that it will pay him well to spray his trees. In one of the Missouri Experiment Station Bulletins, they report an instance of one grower who had 3700 trees. As an experiment, he sprayed 100 of these trees and when he picked



*A view of the Office with a Gunnera scabra plant in the front  
The Royal Tottenham Nurs., Ltd., Dedemsvaart, Holland*

correct this false impression and explain the methods of spraying and orchard management and prove that there is good profit in growing fruit.

One type of orcharding, which should be especially encouraged, is the one in conjunction with diversified farming—let the 5 or 10 acre orchard be just as necessary to the farm as the corn or wheat crop. Very frequently, the farmer will make more *net profit* from an orchard of this kind than from all the remaining part of his farm, especially in drouth years when the Hessian Fly, the Army Worm, the Cinch Bug, and other pests ruin his farm crops. In such times the orchard is very

his apples the next fall he reported that he got *more first-class fruit* from the 100 sprayed trees than from all the remaining 3600 unsprayed trees.

The grower who produces first-class fruit will get good prices. Even this year, with the export trade cut off by the European War, the apple prices are much better than was first expected. In Indiana last month I saw Indiana grown Delicious selling for \$3.00 a bushel box. Only last week on the New York markets I asked the price of leading varieties of first-class apples and they offered them to me at \$2.75 and \$3.00 a bushel box. In Virginia the growers say that the apple situation is get-



ting better every day and they are receiving much better prices than the early season reports indicated.

Some of the most important points which the nurseryman should emphasize to the fruit grower are as follows:

First, the simplicity of present-day spraying methods.

Second, the relative low cost of spraying, especially when the greatly increased profit from sprayed fruit is compared with unsprayed fruit. Official experiments have shown that the cost of spraying materials for *four sprayings* of apple trees (15-20 years of age) will average from 9c to 13c per tree for all four applications of spray. Thus it will be seen that the spray materials are not high when you compare the great difference between the profit from sprayed fruit and unsprayed fruit. The materials can be home-made or bought from reliable spray material companies. However, it will probably be more satisfactory for the small orchardist to buy his spray materials from a good company.

In spraying commercial orchards, labor cost is the greatest factor, but the small fruit grower very seldom considers the labor cost as it takes, relatively, a short time to spray his orchard.

The third point that should be emphasized is the small cost of the necessary spray machinery. From reading the advertisements of the spray machinery companies in the fruit papers, the orchardist gets the impression that it is necessary to buy an expensive power sprayer, costing several hundred dollars. Of course, this looks big to him and discourages him from spraying. This is a mistake because a small orchard may be sprayed just as satisfactorily with a barrel sprayer or a hand force pump as with an expensive gasoline power sprayer. A barrel sprayer will cost approximately \$12.00 to \$15.00 and will spray an orchard as large as 5 acres. The hand force, or horizontal pump, costs about \$20.00 or \$25.00 and will spray an orchard as large as 10 acres.

The Frisco Railroad Horticultural Department carried on tests which proved that *just as satisfactory* results could be secured by spraying with a *barrel or force pump* (if the work was done thoroughly) as when a gasoline power sprayer was used.

Now, as to the number of applications of spray which should be applied: For the small orchard, it is advisable to give all the trees a dormant spray every year, using commercial lime-sulphur, 1 gallon to 8 gallons of water, or one of the miscible oil sprays. It should be applied in early spring, just before the buds swell. This is good insurance and will prevent scale from getting in the orchard, and the cost is not large for a few trees.

In a commercial orchard, it would not be advisable to go to the extra expense of applying a dormant spray if the orchard was free from scale, but the commercial orchardist is generally familiar enough with this subject to judge for himself. In addition to the dormant spray, apple trees should be sprayed two or three more times each season.

If this method of spraying is followed it will keep the trees healthy and vigorous. The crop will be first-class and will bring profitable prices. Even if the fruit is grown for home consumption, the grower does not like to eat wormy apples any more than the man who buys fruit on the market.

It is the nurserymen's duty to encourage the orchardist to spray aside from the fact that the future of the nur-

sery business depends on the success of the orchards *already planted*, which, *to be profitable, must* be sprayed.

### THE POPLAR TREES' SOLILOQUY.

*Mabel Hemming.*

"Two striplings, when you planted us beside the garden gate,

And we are very proud to think we've grown so tall and straight,

We tower above the houses, and the other trees around—

It looks a long long way to us from our top leaves to the ground.

Within the garden where we've grown associations past—

Bind us with many links so strong all through out life they'll last,

For time must many changes bring and friends will come and go,

But still beside the garden gate your poplar trees will grow.

We'd rather give a better shade, but contented we must be—

To grow up tall and straight instead, just like a "poplar tree"

And fill the niche that nature made just as for us she wills

Mite of the "Mighty Atom" which destiny fulfills.

We love to watch the little boys who play around at ball

To us the happy times they have, are happiest of all

And when old time has run its course and they've to manhood grown

"The poplars father planted" will be treasures all their own.

Though storms may twist and turn our boughs, and bend us half way down,

We'll still rise up and hold our own, in spite of nature's frown.

And here's the lesson we might teach, in everything "be straight."

Just like the "poplar trees" that grow beside the garden gate.

The German Nurseries, Beatrice, Nebraska, are going out of the wholesale nursery business and will devote their equipment to the growing of high grade stock for their retail trade.

We appreciate the valuable co-operation with the nursery trade by the "National Nurseryman."

Yours very truly,

TEXAS NURSERY COMPANY.

JOHN S. KERR, *Vice President.*

We do not like to miss a number of your valuable publication.

Yours truly,

WHITING NURSERY COMPANY.



## CONSERVATIVE PROPAGATION

*Shall We Grow for Normal Demand and Eliminate Plunging? By J. R. Mayhew. Read Before the Western Association of Nurserymen.*

**W**HAT is "Conservative Propagation?" Who, under our present methods, has the faintest conception of what "Normal Demand" is, and what constitutes "Plunging?" Our policy of gathering and compiling statistics, which would in a manner answer these questions, is crude, in fact we have no such policy. Every fellow propagates as if he were the only grower in the country and he had a monopoly. This is one of the many problems that confront us in every day life, and life is made up of problems. No picture is truer of life than that old phrase "Life is just one darn thing after another." As members of this and other similar associations, we are wont to meet many times each year to discuss problems relating especially to our line of business, and very naturally the fellow who studies a question with an eye to discussing it believes, after going into it, this is the greatest of all our problems.

There is no discounting the fact that our program committee unloaded on me a gigantic subject, and while I appreciate the honor conferred, I am dreadfully afraid I shall be unable to say anything of much value to you.

If it were possible to know, even approximately, what to grow, most of our problems would be solved, but growing is just half the story. Closely related to the question of propagation is the problem of selling, so closely related, in fact, that you cannot separate the two. It makes no difference how much or how little stock we grow, if we find a sale for our products we have grown conservatively. If, on the other hand, the selling end of our business is out of commission and if, for any reason, our stock fails to go, we are plunged into debt and despair, no matter how little stock we have propagated. Believing the two questions, that of growing and selling, so closely related that they are in fact one subject, I shall feel at liberty to discuss the question assigned me from such point of view, having as much to say about marketing as about growing.

If it were possible to hit upon some plan whereby we would be reasonably certain of disposing of the good stock we grow at fair and reasonable prices, it would very naturally solve our troubles and give us profits where quite often we have losses. The nurserymen of the

country maintain numerous organizations which are intended to promote the best interests of the trade, and while we are numerously organized, we plan individually rather than as an organization and work at cross purposes, oftentimes, rather than along co-operative lines. We are organized for benefitting one another, and incidentally ourselves, but in the multiplicity of organizations, national, western, southern, Pacific, state, etc., there is confusion and lack of conservation of thought and action so necessary in maintaining a commercial organization. The leading nurserymen of the country are members of all these different organizations and loyal to them all. In view of a co-operative plan I shall suggest further on, I feel disposed to make a suggestion right here that perhaps many of you will not agree with me in, that fewer organizations would serve our business interests to decidedly better advantage provided there were certain needed changes made in the by-laws and constitution of our national association. I have been for years, as have you, a member of one or more of these associations, contributing of my means and time to all, and am loyal to all, but I fail to see wherein the National Association would not be able to do all the work of all organizations more efficiently than has been true of the past. The facts in the case are, all our organizations promote a fine social atmosphere, and to that extent are good, but when the time comes to get down to the rock-bottom of our business problems and solve them for the good of all, we are not in the same class with other commercial organizations. I believe that our best interests would be served by concentrating our money and labor in making the National Association what it should be, changing the membership fee to, say, \$25.00 or \$50.00 per year, and with an executive committeeman from each state in the Union.

But what has all this to do with the subject assigned me? Simply this, as I have already hinted, if we are to accomplish anything worth while in conservative propagation and uniformity of prices, wholesale and retail, if any considerable number of our problems are solved, it will be through the closest co-operation, and the fewer organizations the easier this will be to accomplish. Co-operation is a beautiful theory but exceedingly difficult to put into practice, a nice thing to talk about but a hard thing to work out. When we consider organizing the great number of nurserymen of the United States, we are confronted with the same problem that is true of the attempt to organize the agricultural interests of the country. It is a foregone conclusion that if it were possible to thoroughly organize the agricultural interests of the

**"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR OCT. 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.**

ARTICLES	OCTOBER —				TEN MONTHS ENDING OCTOBER —					
	1913		1914		1912		1913		1914	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>Plants, trees, shrubs and vines :</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut....	9,191	133,217	25,070	284,008	265,069	1,455,910	172,298	1,556,597	204,171	1,857,161
All other.....{ free.....		27		629		12,895		13,984		12,657
.....dut.....		254,676		283,143		1,033,288		1,139,198		1,145,952
<b>Total.....</b>		<b>387,920</b>		<b>567,780</b>		<b>2,502,093</b>		<b>2,709,779</b>		<b>3,015,770</b>



United States that agriculture would be profitable every year where it is, under present plans, unprofitable. There is a great army of people who belong to no one of our organizations, farmer growers who, collectively, produce an enormous amount of stock that is year by year dumped upon the market and which depresses prices and disarranges all of our plans. While this is true, there is little question but that the growers who regularly attend our association meetings produce a very large majority of the stock used in the United States, and were it possible to thoroughly organize the leading growers of the country, both the question of propagation and that of sales could be handled along decidedly better lines than has been true of the past. There is little doubt in my mind but that we have produced more stock in the past than has been good for us and that every grower, without exception, has been plunging rather than operating along conservative lines.

#### OVER PRODUCTION

I again ask the question, what is conservative propagation, and answer by saying, the growing of any number of trees and plants which we may find a sale for at profitable prices. When the season comes to plant, we plant all the stock we can buy on June 1st, time, regardless of many conditions that enter into the case and very often with little thought of our probable needs. Following out this thought brings us face to face with another phase of the question which cannot be reckoned with far in advance. A policy that would be conservative one season would be "plunging" another, for conditions which govern the sales end of our business and which, as before stated, constitute a question so closely related that you cannot separate the two, render the question almost impossible of solving. Each of us is, to a marked degree, governed by local conditions. For illustration: last season I dug some quarter of a million peach and practically my entire growing was sold at good prices while this season, with one hundred thousand peach, I am, unless the north takes them, left with peaches to burn. The reason: the southwest, in which section my principal business is had, is depressed and distressed because of the condition of the cotton market, our one money crop. Cotton, middling basis, which sold in 1913-14 for 13 cents, is bringing the present season 6½ and 7 cents. Last year the people of my section had money and spent it, while this year they are in miserably hard shape. These questions enter largely into the question of demand, and demand governs practically all questions. While this is true, we have not done as well as we might have done.

I believe with all my heart that every man should be an optimist, but if ever there were a set of fellows who over-worked the principle of optimism it is the nurserymen. Somehow or other, certainly without any reason, he gets it into his head that whatever he grows he will find a sale for. I call to mind one poor fellow who purchased a car load of peach seed when he only needed about twenty-five bushel, buying to supply Texas nurserymen who had already bought, individually, more than they needed. When in conversation with him I asked what he was going to do with the purchase he answered, "Plant 'em, by gosh, and bull the peach market." That "Bull" butted him off the bridge the following season. Another man with no experience, no established business, no money,

nothing whatever except youth and optimism, was going to plant a million roses and thereby get rich. And he would have accomplished the purchase had not several of the large wholesale growers written to just the right parties in the southwest in regard to the reliability of the man. I use this illustration to show the "wild cat" methods in vogue in growing nursery stock over the country generally, which method is encouraged by the wholesaler who has stock to sell. The rule has been, buy anything we can buy on a credit and sell to any one who will take our stock. Is there a remedy? First, I want to say that much of this "wild cat" business in propagation would be stopped if credit was not so cheap. I am not ready to say that all lines of credit should be recalled, but I do say that draft with bill lading attached, where such policy should govern, would curtail the planting of millions of treestocks which go into irresponsible growers hands, depress prices, and glut the market of the legitimate nurseryman. I had occasion a year or so ago to go

## GREEN NURSERY CO.

Garner, N. C.

*We offer a general variety of MULBERRY TREES at the lowest wholesale prices. Write for our trade lists and let us send you samples.*

## Griffith's Surplus

Grapes	Currants	Gooseberries
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Catawba	Fay	Downing
Champion	Milder	
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Diamond	Black Naples	
Salem	Lee's Prolific	
Elvira		
Green Mt.		
Green Early		
Lindley		
Moore's		
Worden		

This stock is graded to the highest standard and guaranteed right. Can ship on short notice.

Send in your want list.

**R. B. GRIFFITH,**  
FREDONIA, N. Y.

## WE OFFER

Spring 1915

General Line of Nursery Stock

200,000 Dwarf and Standard Roses: Perpetuals, Chinas, Polyanthas, Climbers, Teas, Hybrid-teas, etc.

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500,000 Rosa Canina Briar Seedlings, etc., etc.

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Sas van Gent, Holland.



## AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

**Executive Committee**—Thomas B. Meehan, Dresher, Pa.; John H. Dayton, Painesville, Ohio; J. B. Pilkington, Portland, Ore.; John Hall, Rochester, N. Y., Ex-officio.

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**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

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**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

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**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

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**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

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**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.

into Oklahoma to protect a shipper's order shipment upon which half the money had been paid, party asking for release of shipper's order, giving as his reason that he needed the money with which to meet his freight bills on import stocks. His import bill for apple, pear, cherry, etc., was practically a thousand dollars, and this man was not entitled to C. O. D. rating. Did he pay? Somehow or other he got the money with which to meet his freight bills, he stood me off on my account, which, by the way, he never paid, he planted this stock, and the wholesaler got "stuck." Did the party who sold him these magnificent French stocks know his financial ability? This I cannot answer, but we all know that he could have known. The point I am making is just this, if party had been forced to pay cash everybody would have been benefitted and there would have been several thousand less trees in Oklahoma that season. Credit, gentlemen, is too cheap, and thousands, yes millions, of trees are grown each season which would not be if we would spend more time studying this question. Here, as elsewhere, we know decidedly better than we do.

Second, a careful study of our needs based upon averages for a number of years would curtail production. I think there is little doubt in any of our minds but that we need to grow less stock. We have been, each in his own way, trying to see how much stock we could produce, each trying to outdo the other, with no intelligent idea as to what the supply or demand would be. If we have in the past grown a million apple trees and have destroyed one-half of them, reason teaches us that we grew too many apple trees by just 500,000 under the conditions that obtained. We cannot hope to figure this matter out to a mathematical nicety, of course, but we can figure our plantings by some conservative method and save ourselves serious loss in the future. Now, if we could with some degree of accuracy figure what our future needs would be and work to that end, it would solve many of our problems. I believe one-half the number of trees we have been growing would, under systematic methods of marketing, be worth more money to us than has been true of the amount of stock grown in the past. Why continue to grow trees to burn? The growers who regularly attend our association meetings produce, I take it, 75 per cent. of the nursery products of the United States. Would it not be possible for a committee to take this matter in hand and figure approximately the number of trees in different sorts needed, the number subsequently grown, and upon this information make recommendations for future planting? A correction of these unfortunate conditions can only come about through co-operation and co-operation, I again say, is a beautiful thing to talk about but difficult to put into practice.

Many years ago an unselfish organization of men in my state conceived the idea that too much cotton meant low prices, poverty for the grower, whether tenant or land owner, and unsettled business conditions generally. "Plant less cotton and more feed" became the slogan of an aggressive campaign and the result was—a reduction in the subsequent cotton crop?—by no means. The result was more cotton than had been produced in any one year up to that time. Why? Jim Jones reasoned that Bill Brown was reducing his crop, therefore where he had been planting fifty acres he would plant seventy-five

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and strike it rich. The result, as I have indicated, proved that there were more Joneses than Browns in the south. This character of reasoning, where we have reasoned at all, has been too true of the nurseryman. Now, if it were possible to get a goodly number of nurserymen to "stand hitched," if we could forget our own little affairs and get a vision of the nursery interests as a whole, I believe it would be possible to formulate a plan that would be beneficial. To say the least of it, our present growing and marketing methods cannot be worsted. Suppose, being agreed that our present methods are unsatisfactory, that we further agree that in so far as it is practical we are willing to co-operate in a plan to be worked out by a representative committee and to that end would pledge "our lives, our fortunes, and our honor," suppose this idea of mine should materialize and that this and every other association would deem it expedient to appoint such a committee and that committee would recommend that our production be reduced along specific lines, how many Jones and how many Browns would the scheme develop? The supply and demand must of necessity govern the cost of every commodity and one of the greatest troubles in the agricultural world under present methods of marketing is over production.

I live in the greatest cotton producing county in the world, our annual crop being about 150,000 bales. In 1910, because of unfavorable growing conditions over the south, the cotton crop reached low level, in my county the crop being only about 75,000 bales, and great was the cry of the farmer when he saw, as he thought, his finish. When the market opened at 12 cents where it had closed the season before at 8 cents, the farmers began to take courage, and when in a few days the market steadily moved up to 16 cents, it did not take a brilliant mind to figure that the short crop was to prove the most profitable in the history of the south. The expense of gathering, marketing, etc., was minimized, and when the season ended the south was in much better shape, financially, than it would have been had we produced a bumper crop. Is this not true everywhere else? Why produce more of anything than will be taken profitably? These, my friends are some of the things that occur to me as related to the growing problem. I do not know that the suggestions I make are workable because I do not know whether it would be possible to get close co-operation among the growers. I do know, however, that if it is possible to hit upon some plan that would reduce our growing it would prove beneficial to a lasting degree and would save us many thousands of dollars each season which under present conditions go up in smoke, and that it would make what we produce under conservative growing worth one hundred cents on the dollar.

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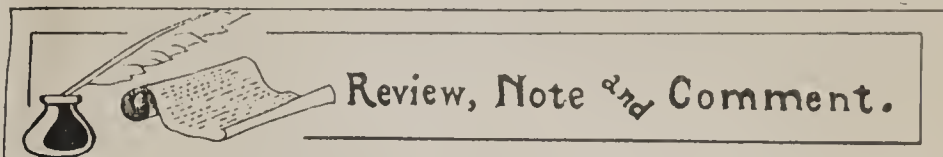
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In recent letter one of our Belgian correspondents writes "Since the Germans entered Ghent, I cannot leave our place, as not a day passes that we do not have to lodge some, sometimes I have had to lodge as many as 60 German soldiers, and those houses which are locked they break open and rob everything, wine, cloth, linen, in other words they empty the house, so you may well understand that under present circumstances I will not leave my house.

About war news we know nothing, changes come slowly and we get no news or newspapers. The war has been on a long time. Here in Belgium the Germans eat everything up and won't have anything left soon. There's no more white bread and they tell us now that they only allow us 300 grs. of black bread; of sugar and salt there is none and coffee is also up. What an awful time. We haven't received any news from you for months. I hope to soon receive some, as it will be encouraging a little.

Many of the Belgian growers are obliged to board German soldiers in their residences, and cavalry horses and men in their large greenhouses and bay tree sheds, but perhaps the most important present problem is the shortage of coal and other fuel, which is unprocureable under present conditions.

Mr. E. P. Stephens, Stephens Orchard Company, Nampa, Idaho, writes: "I have read your excellent journal with pleasure many years. Now an orchardist, aged 70, my eyes are failing so that reading does not come easy any more."

A very pretty calendar came from George E. Dickinson, United States representative of Edward T. Dickinson, Chatenay, France. It is entitled "Nature's Garden" and shows a girl and a woman gathering purple, white and yellow crocuses.

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**P. D. BERRY,**  
**WHOLESALE NURSEYMAN,**  
Dayton, Ohio

## SEEDLING EVERGREENS

BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmanii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following **APPLES** in 1-2 in., 5-8 in.  
and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hibernial,  
Iowa Beauty, N. W. Greening, Okabena, Pat-  
ten's Greening, Peerless, Peter, Pewaukee,  
Scott's Winter, Soulard, Strawberry Crab,  
Transcendent, University, Virginia, Wealthy,  
Whitney and Wolf River.

**SHERMAN  
NURSERY COMPANY**

CHARLES CITY, IOWA

## ORIENTAL PLANES — All Sizes

From 1  $\frac{1}{4}$  to 2  $\frac{1}{2}$  inch Caliper

AMERICAN ELMS

Carolina Poplars Lombardy Poplars Sugar Maples

Double Flowering Japan Cherries

Weeping Japan Cherries Flowering Apples

Flowering Peaches

10,500 Kieffer Pears, 5 to 7 ft.,  $\frac{3}{4}$  in. and up  
2,000 Kieffer Pears, 4 to 6 ft.,  $\frac{5}{8}$  to  $\frac{3}{4}$  in.  
10,000 York Imperial Apples, 11-16 in. and up  
20,000 Staymen's Winesap Apples, 11-16 in. and up  
200,000 Apples, 2 yr. buds. Fine  
10,000 Downing Gooseberries, 2 yr. No. 1

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc.

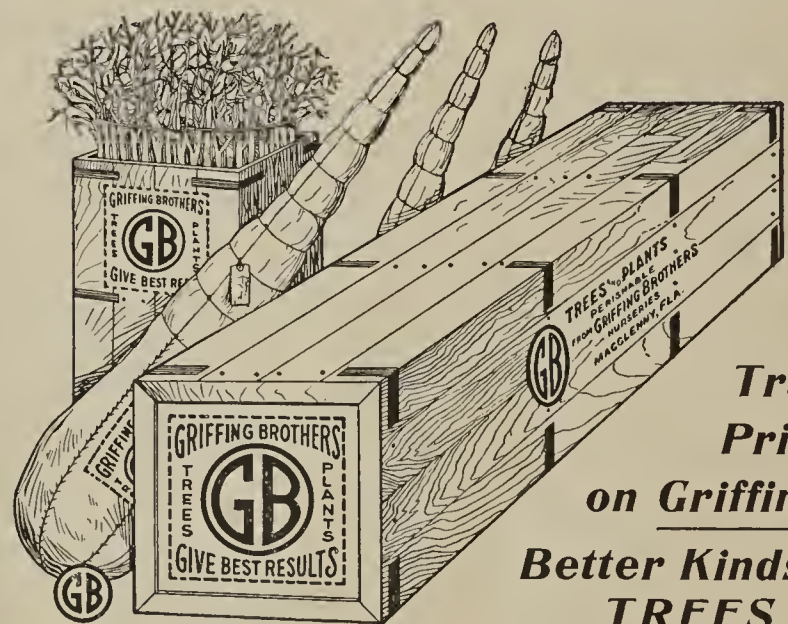
**Hoopes, Bro. & Thomas Company**

Maple Avenue Nurseries

PHILADELPHIA OFFICE  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.

BEFORE BUYING GET THE



1  
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5

Trade  
Prices  
on Griffing's

Better Kinds of  
TREES

The Quality of Stock, Neatness of Packages, Prompt,  
Careful Service will Please You.

PECANS, Budded or Grafted Trees.  
PLUMS on plum roots.  
PERSIMMONS, Japanese  
FIGS, leading varieties.  
SCUPPERNONG, JAMES and other grapes.  
MULBERRIES, free from blight and nematode.  
CAMPHOR TREES, small and specimens.  
CONIFEROUS and BROAD LEAVED Evergreens.  
AMOUR RIVER PRIVET and other hedge  
PALMS and Tropical Plants both small and specimens  
SATSUMA and other oranges and Citrus Trees.

**GRIFFING BROTHERS**

MACCLENNY, FLORIDA PORT ARTHUR, TEXAS.  
JACKSONVILLE, FLORIDA. GRAND BAY, ALABAMA.





Established 1820

# DEXTER GRAFTING TWINE

Especially Prepared for Nursery and  
Greenhouse Grafting

Put up in boxes containing 20 Balls. Also furnished on cones and tubes unbleached. This yarn is so wound that it can be readily soaked in hot wax and so twisted that it is strong to wrap without breaking, yet it is easily broken when the winding is completed.

We also make a special twine on tubes, balls and cones for the Reed Bell Graft Wrapping Machine. Samples and prices furnished on request.

MADE BY

## DEXTER YARN COMPANY

SOLE AGENTS

DeGRAFF & PALMER, 222 4th Ave., NEW YORK CITY

## The CASHMAN Soil Firmer and Trencher

Greatest and Most Successful  
Labor-Saving Machines ever built  
for the Nurseryman.

Used by all Large  
Planters

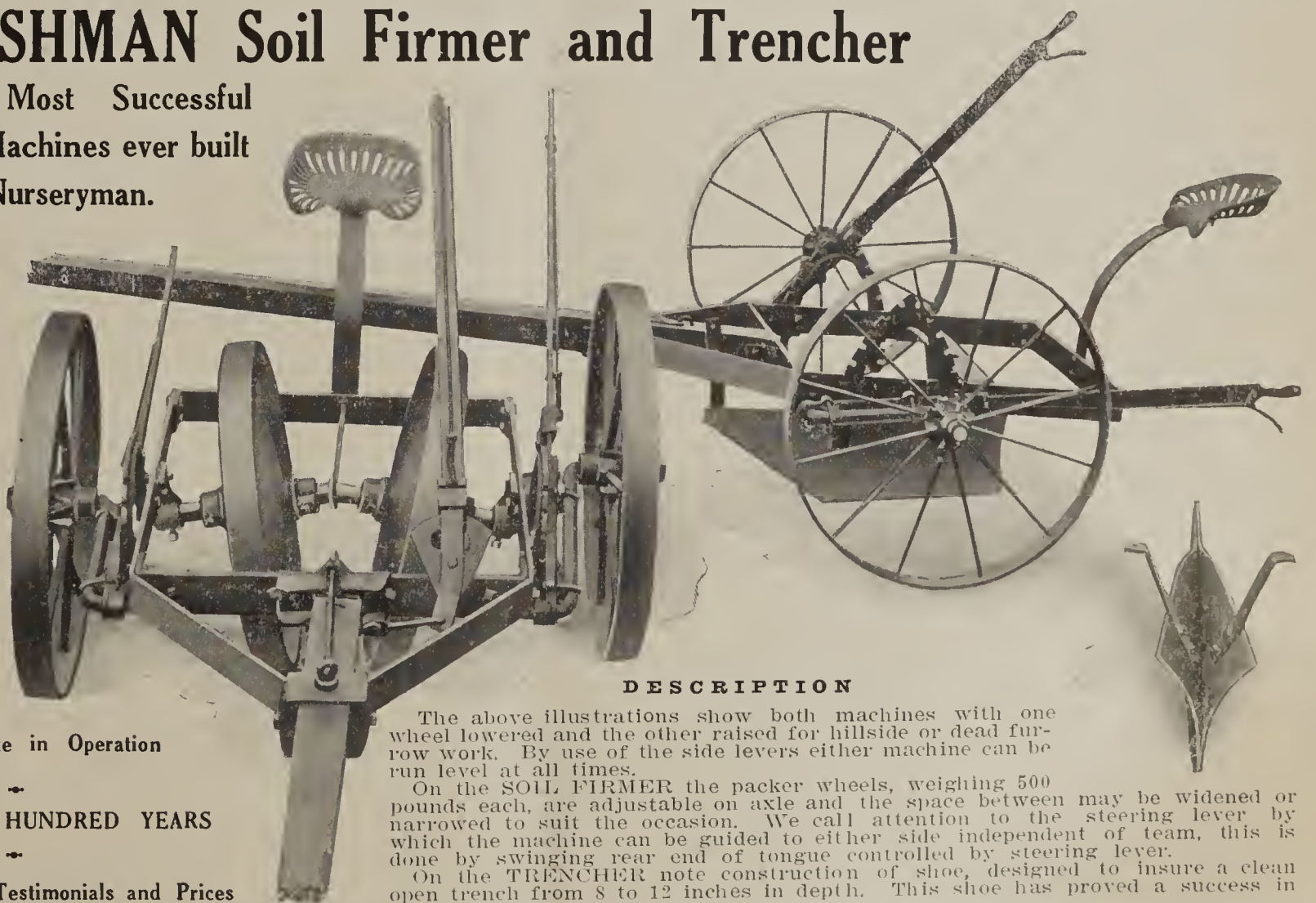
Built Entirely  
of Steel and  
Iron

Rigid and  
Substantial in  
Construction

Simple and Accurate in Operation

WILL LAST ONE HUNDRED YEARS

Write for Circulars, Testimonials and Prices



### DESCRIPTION

The above illustrations show both machines with one wheel lowered and the other raised for hillside or dead furrow work. By use of the side levers either machine can be run level at all times.

On the SOIL FIRMER the packer wheels, weighing 500 pounds each, are adjustable on axle and the space between may be widened or narrowed to suit the occasion. We call attention to the steering lever by which the machine can be guided to either side independent of team, this is done by swinging rear end of tongue controlled by steering lever.

On the TRENCHER note construction of shoe, designed to insure a clean open trench from 8 to 12 inches in depth. This shoe has proved a success in all kinds of soil.

ANY INEXPERIENCED DRIVER CAN OPERATE THESE MACHINES

MANUFACTURED BY **CLINTON FALLS NURSERY CO.** OWATONNA, MINN.

When writing to Advertisers please mention The National Nurseryman.



# J. H. SKINNER & CO.

## TOPEKA, KANSAS

Apple Trees, 2 year Grafts and Buds, Cherry, Peach, Plum,  
Kieffer Pear 2 years.

Gooseberries, Grapes, Blackberries, Cumberland Raspberries,  
Flowering Shrubs.

Shade Trees—Catalpa Bungei, straight and smooth.

Can supply 5 feet, 5½ feet, 6 feet, and 6½ feet stems.

Bechtels's Flowering, Crab, Elm, Horse Chestnut, Honey Locust,  
Kentucky Coffee, Maple, Cut Leaved Maple, Mountain Ash,  
Carolina Poplar, Volga Poplar, Tulip Poplar,  
Sycamore, White Walnut.

Apple and Pear Seedlings.

Forest Tree Seedlings--Catalpa Speciosa, Elm, Maple,  
Honey Locust, Black Locust, Osage, Apple Grafts, Pear Grafts.

### G. W. WEAVER & COMPANY NURSERYMEN SWAN (SMITH COUNTY) TEX.

We offer one car load two year California Privet,  
once cut back, Sizes 2 to 3 feet, 3 to 4 feet and  
4 to 5 feet.

Also limited quantity Peach, Plum, Grape, Mulberry,  
Honeysuckle, Crape Myrtle, Cape Jasmine, Shade  
Trees, etc. Stock must be moved off land, and will  
quote war-time prices to close out quick.

Inquiries solicited

G. W. WEAVER & CO.

### Silver Leaf Nurseries ROSE HILL, VA.

OUR SPECIALTY SPRING

1915, PEACH ONE YEAR,

ALL Grades, largely in 9-16 and 7-16

Car lots or smaller amounts. A general line of other  
stock, including Irish Junipers 6 to 8 feet, fine  
specimens.

C. C. DAVIS

### Avenue Nurseries

CATALPA BUNGEI—Strong one year heads, straight  
stems.

ELM, AMERICAN—8 to 10 and 10 to 12 ft. sizes. Several  
thousand fibrous rooted, transplanted trees. Also few of  
larger sizes up to 4 inches.

ELM, SCOTCH—All sizes, 1½ to 3 inches.

HORSE CHESTNUT—All sizes.

MAPLE, SILVER—1¾ to 2 inches; 2 to 2½ inches; 2½ to  
3 inches.

MAPLE, SUGAR—Fine blocks of large sized trees up to 3  
inches in caliper.

SYCAMORE, EUROPEAN—6 to 8, 8 to 10 and 10 to 12 ft.  
Several thousand trees.

ARBOR VITAE, AMERICAN—2 to 3, 3 to 4 and 4 to 4½ ft.  
well proportioned trees.

ARBOR VITAE, PYRAMIDALIS—2 to 3 and 3 to 4 feet.

SPRUCE, NORWAY—1½ to 2 and 2 to 3 feet.

ROSES—Large stock of H. P. and Rambler Roses, strong  
buds. We offer 1500 Madam Gabriel Luzet at special low  
rate.

PRIVET, VULGARIS or ENGLISH—2 to 3 and 3 to 3½ feet.  
The cheapest and best hardy sort.

PRIVET, CALIFORNIA—2 to 3 feet.

BARBERRY THUNBERGII—10 to 15 and 15 to 18 inches,  
strong, 3 year bushy plants.

Full line of Fruit Trees and Small Fruit Plants

W. B. COLE,  
PAINESVILLE, - - OHIO



# ENGLISH NURSERY STOCK

GROWN IN LARGE QUANTITIES

RHODODENDRONS a splendid lot this season, fine bushy plants. Plenty of the hardy Catawbiense named varieties suitable for the American climate including the newer and superior kinds.

AZALEAS, ANDROMEDA, KALMIA and other American plants in great variety.

CONIFERS a large stock, of all hardy kinds.

HARDY ORNAMENTAL, EVERGREEN and DECIDUOUS TREES.

ROSES. Dwarfs and Standards in all varieties.

CLEMATIS AND CLIMBING PLANTS.

FRUIT TREES Espalier trained pyramids in quantity.

FRUIT TREE STOCKS for Nurserymen, 20 acres in AP PLE, PEAR, PLUM, CHERRY, etc.

MANETTI ROSE STOCKS 1 year splendidly rooted from sandy loam, none better imported.

A general assortment of hardy outdoor stock. Glad to answer inquiries.

THIRTY YEARS SUCCESSFUL TRADING IN THE STATES

No Agents. Write direct for wholesale catalogue to

**WALTER CHARLES SLOCOCK, Goldsworth Nurseries, Woking Surrey, England**

Half an hours rail from London, London & S. W. Ry., Main Southampton Line. Cable Slocock Woking. (A.B. C. Code).

## The Westminster Nursery

Westminster, Md.

J. E. Stoner, Prop.

We offer for Spring 1915

Peach, 1 yr. Buds, 35 varieties

Apple, 2 yr., all grades

Apple, 1 yr. Buds

Asparagus. 1 and 2 yr.

California Privet, 1 and 2 yr.

Carolina Poplars, 8 to 16 ft.

Can supply the above in car lots or less, also Downing, G. B. Ruby and Miller Red Raspb., Catalpa Speo. Seedlings, Barberry Thunbergii, Magnolias. Hydrangeas, P. G. Japan Maple, Red Leaf Spireas and Deutzias in asst. Evergreens, N. Maple, Etc.

Please submit list of wants for prices.

We offer N. C. Natural Peach Seeds, Crop 1914.

## WE OFFER

Grape Vines, Currants and Gooseberries

in all varieties and grades

— also —

Grape and Currant Cuttings and Light

Grade of Vines for Lining Out

in Nursery Rows

WRITE FOR PRICES

**F. E. SCHIFFERLI, Fredonia, N. Y.**

## Vincennes Nurseries

VINCENNES, IND.

W. C. Reed, Prop.

We are pleased to offer the following in carload lots or less

CHERRY—Two year, leading sour varieties.

CHERRY—One year, sweets and sour.

STANDARD PEAR—Two year, one of the best blocks we have grown strong on Bartlett.

APPLE—Two year buds, XX fancy stock.

APPLE—Two year grafts and one year buds.

PEACH—One year, all leading varieties.

General line of other stock in smaller quantities.

Call and inspect our stock en route to or from the Convention.

## THE CHASE LABELS

For Nurserymen and Florists are Excelled by None

Plain, Painted, Wired with Tinned or Copper Wire and

PRINTED IN ANY MANNER that may be called for

*Prices as low as First-Class Work and Unequalled Promptness in Delivery will justify.*

**THE BENJAMIN CHASE CO.**

DERRY, NEW HAMPSHIRE

P. O. Address, Derry Village

Western Union Telegraph

## Foster-Cooke Co.

Nurserymen

Fredonia, N. Y.

Growers of

**Grape Vines, Gooseberries  
and Currants**

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We are long on Gooseberries, 1 and 2 year; Niagara. 1 year; Worden, 1 year; Mo. Ely, 1 year; Fay Currants, 1 and 2 year.

Write for special prices.

We have a splendid stock of

## Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

**WILLETT & WHELOCK**

North Collins, N. Y.



# HEADQUARTERS FOR CALIFORNIA PRIVET HEDGING

A Full Half Million Plants for the Coming Autumn and Next Spring's Shipment

The Grades I Have to Offer are:

ONE YEAR, 12 TO 18 INCHES  
ONE YEAR, 1½ TO 2 FEET  
TWO YEARS, 1½ TO 2 FEET  
TWO YEARS, 2 TO 3 FEET

TWO YEARS, 3 TO 4 FEET  
TWO YEARS, 4 TO 5 FEET  
THREE YEARS, 3 TO 4 FEET  
THREE YEARS, 4 TO 5 FEET

All are well branched, bright and clean. The two and three year grades have been cut back one or more times. Very attractive prices—especially in car lots. Correspondence Solicited.

J. T. LOVETT, Monmouth Nursery, LITTLE SILVER, N. J.

FORTY-EIGHTH YEAR

## T. S. HUBBARD GO.

FREDONIA, N. Y.

The longest established and best known growers of

### Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
Brighton	Eaton	Pocklington
Campbell's Early	Green Mountain	Salem
Concord	Lutie	Woodruff Red
Delaware	Moore's Early	Worden

and all other old and new varieties which we think worthy of general cultivation

### CURRANTS

Black Champion	Lee's Prolific	Versailles
Black Naples	North Star	Victoria
Cherry	Pomona	White Dutch
Fay's Prolific	Red Dutch	White Grape

and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

### GOOSEBERRIES

A fine stock of leading varieties. One and two years.

### BLACKBERRIES

The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.

## Willis Nurseries

OFFER A GENERAL ASSORTMENT  
OF NURSERY STOCK

Apple, Peach

Pear, Plum

Silver Maple Shade Trees

Forest Tree Seedlings

Apple Seedlings

## A. Willis & Co.

### OTTAWA, KANSAS

LET US PRICE YOUR WANT LIST

120 Acres  
Sandy soil

## CHARLES VAN GINNEKEN & SON

### ROYAL NURSERIES

25 Million  
Seedlings

ZUNDERT (Holland)

Established 1882

We are growers of: Pinus, Abies, Thuya, Spruces, Chamaecyparis, Ash, Alder, Birch, Beech, Hornbeam, Oak, Norway Maples, etc., etc.

SOLE AGENT, JAC. DEN OUDEN, BOSKOOP, HOLLAND



Please address all correspondence to our Sole Agent

WRITE FOR WHOLESALE PRICE LIST



# OUR IMPORTS

are now arriving and opening up in fine shape. We offer a splendid line of

Roses	Mahaleb
Clematis	Mazzard
Hydrangea	Myrobolan
Tree Roses	Quince
Rhododendrons	Rose Stocks
Ampelopsis	Pear Seedlings
Tree Hydrangea	Apple Seedlings
Koster's Grafted Spruce	Lining-out-stock

We also have a full assortment of General Nursery Stock, American-grown Apple Seedlings, French, Japan and Kieffer Pear Seedlings, Peach Seedlings and Grafts, both pear and apple in nearly all varieties.

"NO MATTER WHAT YOU WANT, SEND US YOUR LIST FOR PRICES. IT WILL PAY YOU."

## Shenandoah Nurseries

D. S. LAKE, Pres.

SHENANDOAH

IOWA.

You Can Save Time And Money

If you use our neatly packed

## SHEET NURSERY BURLAP

Put up in Bales

In various size sheets ranging in sizes from 24x24 to 40x40 inches.

Write for Particulars

## Sarachan & Rosenthal

64-66 Hanover Street  
ROCHESTER, - NEW YORK

## F. DELAUNAY

The Nurseries Angers, (France)

Specialties

Fruit Tree Stocks as: Apple, Angers Quince, Mazzard Cherry, Mahaleb Myrobolana, Pears, manetti, Multiflora roses in great quantities.

Forest Tree Seedlings and transplanted Evergreens, Ornamental Shrubs, Roses in rich collections.

Catalogue free on application—Shipments will be made as usual.

Sole agent C. H. Weber,

The Nurseries, - Greenfield, Ind.

We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade

## The Willadean Nurseries

Sparta, Ky.



HIGH GRADE  
**Boskoop Nursery Stock**  
of any description

Largest Assortments  
Hardy Rhododendrons  
Hardy Azalea  
Hardy Conifers  
Magnolia, Boxwood,  
Shade and Ornamental trees

Beautiful illustrated catalogue free

**Felix & Dykhuis, Boskoop, Holland**  
Horticultural Establishment



# Bobbink & Atkins

Nurserymen and Florists

RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED

ASK FOR WHOLESALE CATALOGUE

Place your orders now for

EVERGREEN

## Seedlings and Transplants

Choice stock for lining out and commercial planting.

Write for our catalogue and save money.

**The North-Eastern Forestry Co.**

Cheshire, Conn.

## SCARFF'S NURSERY



Headquarters for  
Small Fruit Plants

1200 Acres "At it 25 Years"

Strawberries Currants Rhubarb  
Raspberries Gooseberries Asparagus  
Blackberries Grape Vines Horseradish  
Dewberries Privet Hardwood Cuttings  
100,000 transplanted Raspberry, Blackberry and Dewberry plants  
for retail trade. See wholesale list before placing your order.

**W. N. SCARFF**

New Carlisle,

Ohio

## HEADQUARTERS

....FOR....

### Oregon Champion Gooseberry and Perfection Currant

Attractive prices made now for Advance Orders

—also—

A very complete line of general Nursery Stock, including a  
choice assortment of one year Budded, and two year Apple  
and Pear.

Correspondence solicited.

**Portland Wholesale Nursery Co.**

301-302 Stock Exchange Bldg., Portland, Oregon

## GET RIGHT

By getting our trade list RIGHT NOW of choice young or-  
namamentals for lining out. Both deciduous and Evergreen.  
Good Stocks of Plants, Nut Trees, Oaks, Locust, Catalpa,  
Privet, Barberry, Shrubs, Dorothy Perkins rose (10,000).  
Pinus, Arbor vitia, Douglas Spruce, Etc., Etc. Tree and  
Shrub seed WANTED. We want to hear from YOU.

**Atlantic Nursery Co., Inc.,**

BERLIN

Md.

## WICK HATHAWAY

Dept. 3.

Madison, Ohio.

Offers the Trade for Spring 1915

Eldorado, Blowers, Mersereau, Lucistia Dewberry and other  
Blackberry R C. Plants. St. Regis, Herbert, Perfection, Ruby,  
London, Marlboro, Eaton, Miller, and Cuthbert (Red). and Golden  
Queen (Yellow)—also Royal Purple Cumberland,  
Haymaker and Shaffer's Colossal, (Purple.)  
Cumberland, Gregg, Kansas and Plum Farmer,  
(Black.) Raspberry plants—Canes, Tips and  
Transplants, grown on contracts—also Straw-  
berry plants of leading variety, including best  
Fall Bearing sorts—Finer rooted plants never  
grew than are grown at "Fertile Acres Farms,"  
Send for prices and TRY HATHAWAY FIRST.



## The Commercial Nursery Co.

WINCHESTER, - - - - - TENN.

We offer Peach Trees, Apple and Plum Trees,  
good assortment. Send us your want list and let  
us quote you prices on what you need. We can  
ship by the Car Load. Leading varieties of Pecans  
grown at our Florida Branch.

## FRUIT TREES

ROSES

MANETTI STOCKS

in heavy quantities

Please write direct as we have no agents.

Catalogue free on application

**S. SPOONER & SONS,**

The Nurseries,  
Est. 1820

Hounslow,  
England

## Northern Grown Nursery Stock

We Grow a General Assortment of Trees, Shrubs, Vines, Roses and Herbaceous Perennials, Etc.

Prices Reasonable. Wholesale Trade List for the Asking.

**The Bay State Nurseries, North Abington, Mass.**

When writing to Advertisers please mention The National Nurseryman.



# ORNAMENTAL STOCKS

**NURSERIES**  
**420 ACRES**

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes.  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

16 Route d'Olivet

TRANSON BROS. & D. DAUVESSE'S NURSERIES,  
**BARBIER & CO., Successors**

Orleans, France



*Packed with Information That Has Not Before Been Published.*

## Commercial Gardening

IN FOUR BEAUTIFUL, ILLUSTRATED VOLUMES

By JOHN WEATHERS and 20 other experts

It is invaluable to every grower, who will find it helpful. The language is untechnical, straightforward and practical.

The illustrations are profuse and produced with that thoroughness and beauty for which British books are famous. Two composite cardboard models of the cabbage and potato in natural colors are presented to each subscriber.

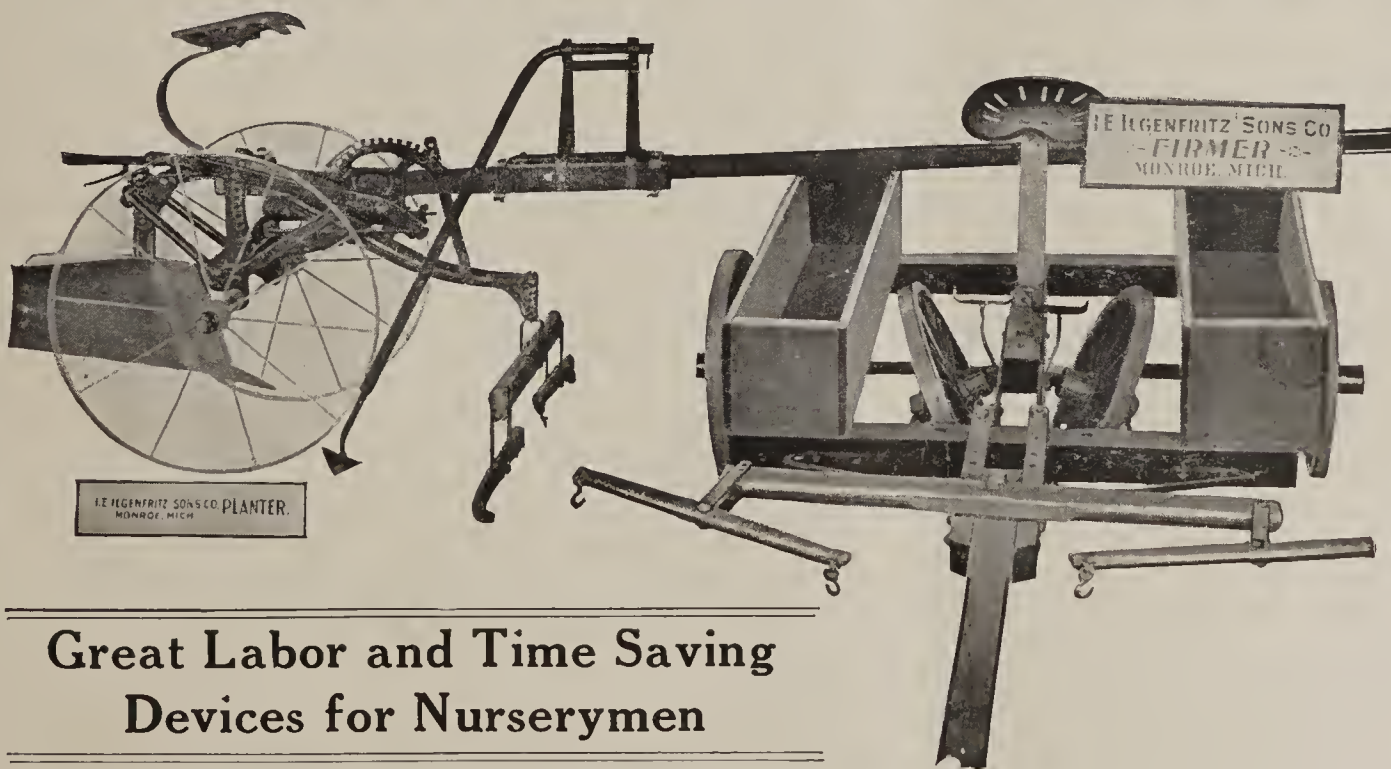
The complete set of four volumes will be sent to you for only \$1.00 down and \$2.00 a month for seven months or until \$15 is paid.

Further particulars on request.

The National Nurseryman,

Rochester, N. Y.

## I. E. ILGENFRITZ' SONS CO. PLANTER AND FIRMER



BETTER  
AND MORE  
UNIFORM  
STANDS  
OF STOCKS  
GRAFTS  
CUTTINGS  
ETC.  
At Less Cost

**Great Labor and Time Saving  
Devices for Nurserymen**

Write for descriptive circular with testimonials from leading nurserymen of 17 states of the Union.

If they can't get along without them can you?

TAKE THIS MATTER UP AT ONCE. Have machines for spring planting.

**I. E. ILGENFRITZ' SONS CO.**  
The Monroe Nursery, Monroe, Mich.

When writing to Advertisers please mention The National Nurseryman.





## SUMMER AND WINTER AT BERLIN

The upper picture was taken during the past summer and shows a part of the budding crew in one of the Apple blocks in our Nurseries. During the summer we employ about 400 men and boys in the different sections of our 2500 acres, and you will see a similar view in almost any direction.

The lower picture was taken in January, 1914. This shows over a million trees heeled in for spring shipment. While we have brisk cold winds from the Atlantic the temperature never goes low enough to injure the trees in the least. If you visit Berlin this month you will see another lot of trees ready for this spring's business.

### Some Special Items

Baldwin, Stayman, York Imperial, M. B. Twig Apples; Ray, Carman, Champion, Crawford Late, Elberta and Belle of Georgia Peaches; Keiffer Pears; Norway and Silver Maples; Colorado and Koster's Spruces, Hemlocks.

## The Big Special

this year is the old standby — **BALDWIN APPLES.** We have an extra fine lot, and can fill orders for almost any quantity. Can ship now or hold as you wish.

### Write or Wire for what you need from this Surplus List

#### PEACHES, One-Year, Budded.

	6-7 ft.	5-6 ft.	4-5 ft.	3-4 ft.
Belle of Georgia	5000	20000	20000	3000
Beers' Smock	500	2000	2000	500
Carman	500	6000	9000	3000
Chairs' Choice			2000	2000
Champion	500	5000	15000	2000
Crawford Early	2000	5000	9000	3000
Crawford Late	2000	12000	26000	3000
Edgemont Beauty	200	1000	1000	1000
Elberta	1000	20000	20000	3000
Engle's Mammoth	200	1000	1000	1000
Geary's Hold On	1000	2000	1000	1000
Greensboro	500	4000	15000	9000
Hiley Early Belle	500	2000	5000	2000
Kalamazoo	200	1000	1000	1000
Mamie Ross	1000	3000	10000	2000
Mayflower	200	2000	2000	1000
Moore's Favorite	200	1000	2000	1000
Mt. Rose	100	500	2500	1000
New Prolific	100	1000	1000	900
Niagara	100	1000	1000	900
Old Mixon Free	500	1000	4000	1000
Ray	5000	12000	9000	3000
Reeves' Favorite	300	1000	1000	500
Salway	200	2000	2000	1000
Slappey	300	1000	5000	1000
Stump	1000	3000	3000	1000
Wonderful	300	2500	1500	1000
Yellow St. John	200	600	2000	1000

#### KIEFFER PEARS, Two-Year, Budded.

	1 in.	6-7 ft.	5-6 ft.	4-5 ft.
3-year	3000	3000		
2-year	5000	15000	5000	5000
1-year		1000	5000	5000

#### CRAB APPLES

	1 1/4 in.	1 in.	6-7 ft.	5-6 ft.
Golden Beauty	50	50	50	
Martha		50	50	
Transcendent	50	100	100	

#### APPLES, Two-Year, Budded.

	1 1/4 in.	1 in.	6-7 ft.	5-6 ft.
Baldwin	1000	5000	25000	5000
Ben Davis	200	500	500	500
Dominie		100	100	
Fallawater	50	50	150	50
Gano	200	500	500	500
Gravenstein		100	500	200
Jonathan			1000	500
King	100	100	500	100
M. B. Twig	1000	3000	20000	3000
McIntosh	1000	2000	5000	2000
Mo. Pippin	50	50	200	
Myrick	50	50	200	
Nero	1000	2000	3000	1000
Opalescent	100	100	200	
P. W. Sweet		100	500	
R. I. Greening		100	200	
Red Astrachan	300	300	1000	300
Rome Beauty	500	500	2000	1000
Smith's Cider	100	100	500	50
Spitzenburg		300	1000	200
Stark	2000	3000	10000	1000
Stayman's	2000	5000	30000	3000
Strawb. (Chenango)		100	600	100
Sweet Bough		100	400	100
Winesap	1000	3000	20000	3000
Wolf River	1000	3000	5000	2000
Yellow Belleflower			100	50
York Imperial	1000	1000	5000	2000

#### APPLES, One-Year, Budded

200 A. G. Russett	1000 Fallawater
500 Albemarle Pippin	1000 Fameuse
1000 Alexander	500 Fourth of July
50000 Baldwin	1000 Gano
500 Bonum	800 Golden Sweet
1000 Ben Davis	2000 Gravenstein
400 Bismarck	1000 Grimes Golden
300 C. R. June	1400 Hubbardston
1000 Delicious	1000 Jonathan

## HARRISONS' NURSERIES, Berlin, Md.







# THE NATIONAL NURSERYMAN



FEBRUARY 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

### Choice Nursery Stock

## CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write  
us for prices.

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MONROE, MICH.

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A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—We call special attention to the  
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VARIETIES.

BLACKBERRIES—Large stock root cutting plants.  
GOOSEBERRIES, CURRANTS, RASPBERRIES,  
ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

APPLE and PEAR GRAFTS, Machine wrapped,  
quality guaranteed.

FRUIT TREE STOCKS—Apple, French and Japan  
Pear, Mahaleb and Mazzard Cherry, Myrobolan  
Plum.

ASK FOR SPRING TRADE LIST.

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

“PLUM SPECIALISTS”

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
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When You Buy Our  
TOP NOTCH

## Berberry Thunbergii Seedlings

You know they are right. They are money-  
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**C. R. BURR & CO.,**  
MANCHESTER, CONN.



# BULLETIN No. 5

Shipments continue to reach us from all sources, France, Holland, Germany, Belgium, England, Madagascar and Japan, without interruption and with practically no more delay than in normal times.

## French Stock

Did you receive our list of surplus Fruit stocks, in case lots? Mahaleb, Myrobolan, Pears, Apples, etc., it's yours for the asking. We can still book import orders for Fruit and Ornamental stocks, February shipment from France.

## Holland Stock

This week we issued 6 page special list quoting reduced prices on Roses, Paeonies, Azaleas, Evergreens, etc. Have similar lists ready on Herbaceous Perennials, also Deciduous trees such as Norway and Schwedler Maples, etc. Now is the time to order for Spring importation.

Can still book orders for Raffia, English Stock, Bay Trees, Hardy Japanese Lilies and all other import lines. Write for price lists.

All shipments are covered by marine and war risk insurance. Shipments are making good time. Freight rates not raised from Holland points, but there is a raise of approximately 30 % from France and 50 % from England over normal seasons.

Write for price lists and particulars.

**McHutchison & Co.,** The Import House **17 Murray St., New York**

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Greatest and Most Successful  
Labor-Saving Machines ever built  
for the Nurseryman.

Used by all Large  
Planters

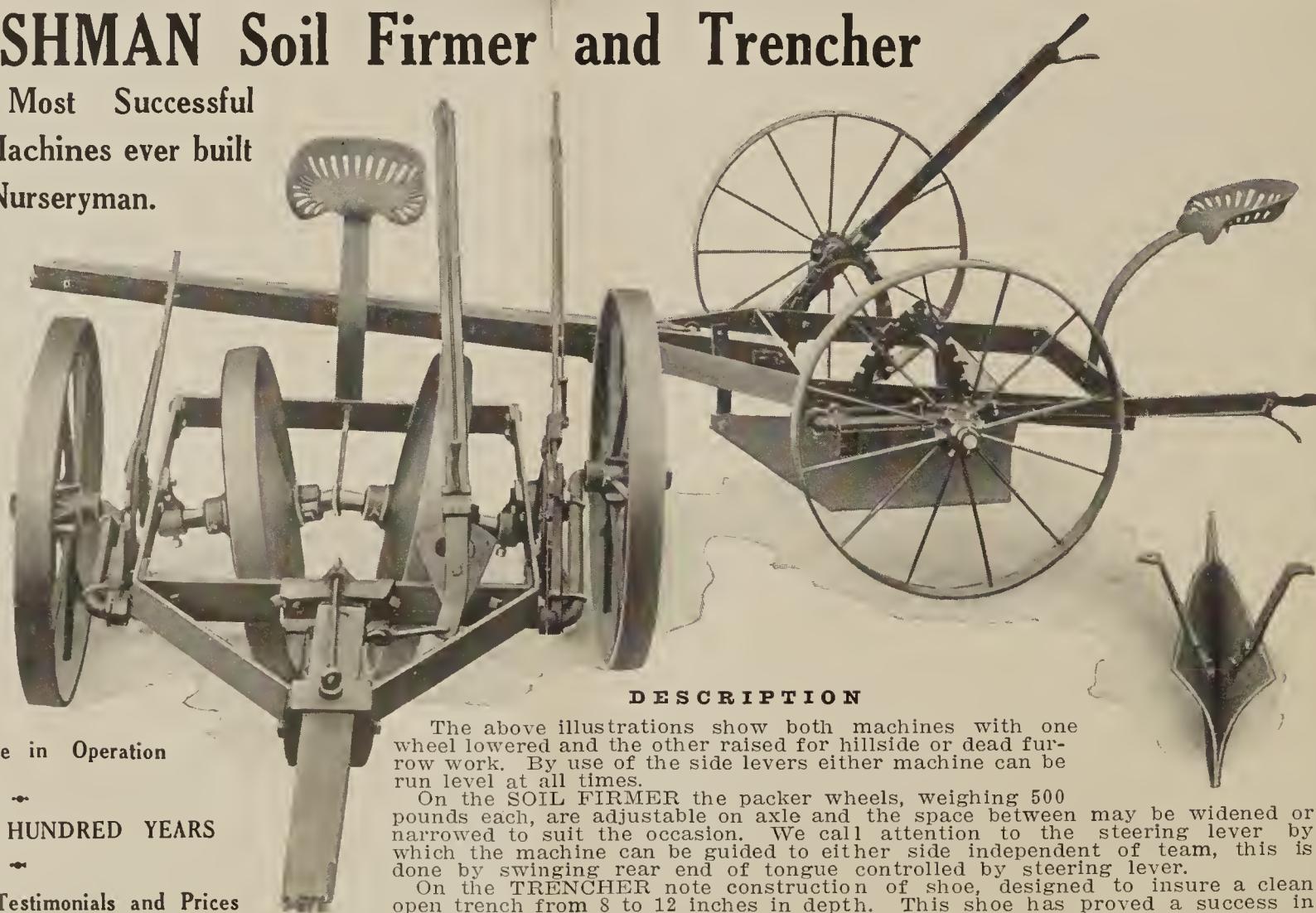
Built Entirely  
of Steel and  
Iron

Rigid and  
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Construction

Simple and Accurate in Operation

WILL LAST ONE HUNDRED YEARS

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### DESCRIPTION

The above illustrations show both machines with one wheel lowered and the other raised for hillside or dead furrow work. By use of the side levers either machine can be run level at all times.

On the SOIL FIRMER the packer wheels, weighing 500 pounds each, are adjustable on axle and the space between may be widened or narrowed to suit the occasion. We call attention to the steering lever by which the machine can be guided to either side independent of team, this is done by swinging rear end of tongue controlled by steering lever.

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### Our Specialties Are

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm, Ash, Clematis, Ampelopsis, Pæonies, Hydrangeas, Bush and Tree Perennial Plants.

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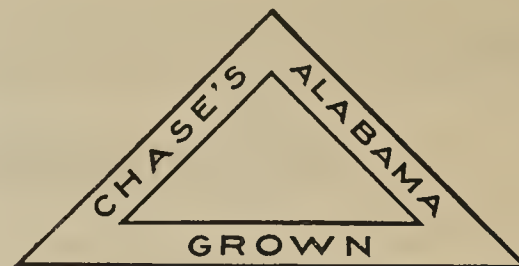
We have a large surplus of 2-year Apple Trees. An ideal lot in every way. They are very thrifty in growth, smooth, nice bodys, and well proportioned. Good assortment of leading kind for Commercial orchards, North and South. Our grades will run  $\frac{1}{8}$  to  $\frac{3}{4}$ ,  $\frac{3}{4}$  up,  $\frac{1}{2}$  to  $\frac{5}{8}$  if wanted.

Peach Trees in carload lots if wanted. Peaches 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. Trees will caliper well to height, trees have good form, no bushy trees in them or ill shaped trees. Apricot and Plum.

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OUR

## Winter Bulletin

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## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

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## STAR ROSES

STRONG FIELD GROWN

(Also small stock for lining out)

- American Pillar, 2 yr., 3 to 4 ft.,
- " " 5 yr., 5 to 6 ft.,
- Count Zeppelin, 1 yr., 12 to 18 in.,
- Dr. W. Van Fleet, 2 yr., strong, 3 to 4 ft.,
- Dorothy Perkins, Pink, 2 yr., 3 to 4 ft.,
- " " White, 2 yr.,
- " " 3 yr.,
- Evangeline, 3 yr.,
- Excelsa, Red Dorothy Perkins, 2 yr., 3 to 4 ft.,
- Farquhar, 2 yr., 3 to 4 ft.,
- " 3 yr.,
- Gardenia, 2 yr., 3 to 4 ft.,
- " 2 yr., 4 to 5 ft.,
- Hiawatha, 2 yr.,
- " 3 yr.,
- Lady Gay, 3 yr., 3 to 4 ft.,
- May Queen, 3 yr.,
- Minnehaha, 2 yr.,
- Miss Messman, 2 yr., 3 to 4 ft.,
- Northern Light, 3 yr.,
- Philadelphia, 1 yr., 12 to 18 in.,
- Prof. C. S. Sargent, 2 yr., 3 to 4 ft.,
- Universal Favorite, 2 yr., 3 to 4 ft.,
- Wichuraiana, 1 yr., 12 to 18 in.,
- Mme. Edouard Herriott, 2 1/2 in.

Do not forget our splendid stock of Berberis Thunbergii from cuttings (not seedlings)

## THE CONARD & JONES CO.

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THE ROSE GROWERS, WEST GROVE PA.



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Help to make it both.



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January 1, 1915

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Wholesale Nurseries**

**Huntsville, Ala.**

**JESSIE S. MOSS, Prop**

We offer for Spring of 1915  
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**SPECIALTIES**

**APPLES**—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.  
**PEARS**—Kieffers, one and two years old. A much smaller crop than heretofore.  
**CHERRIES**—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.  
**CHERRIES**—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.  
**PEACHES**—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.  
**ROSES**—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.  
**PRIVET**—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.  
**PECAN SEEDLINGS**—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

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Cyclopedia of Horticulture**

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Containing complete description. Everything newly written, up-to-date and beautifully illustrated in colors and sepia.

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**FRANKLIN DAVIS  
NURSERY COMPANY**

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We offer for Spring 1915: High Grade Stock

General Line:

Peach, Apple, Pear, Cherry, Plum, California Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots for early orders.

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of Wants**

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Also Azalea Mollis, Ghent Azalea, Azalea Pontica, Andromeda florabunda and japonica. Roses Orleans, Mrs. Cutbush, Jessie, and all the leading H. P., H. T. and Tea varieties. A very large collection specimen Conifers and flowering shrubs.

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Old Dominion Nurseries

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Growers of a complete line of general Nursery Stock

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Tenn. and N. C. Naturals. We have a few hundred bushels 1913 seed we are offering at market price. We expect to have our usual stock of 1914 seed to offer as heretofore. Write for quotations.

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A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

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North Carolina naturals, gathered from mountainous sections where yellows are unknown. If you are one of the few nurserymen who are unacquainted with our seed, write us for samples. Price \$1.25 per bushel of 50 lbs., sacked f. o. b. cars here.

J. Van LINDLEY NURSERY Co.  
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Iron or Copper Wired, Printed, Painted, or Plain.  
We furnish the standard size of printed tree labels

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Editors of the "H. A." LOWDHAM, NOTTS,  
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ESTABLISHED 1893

## THE NATIONAL NURSEYMAN INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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Livingston Building, Rochester, New York

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Apple, Pear, Myrobolan Mazzard, Mahaleb, etc.,  
seedlings and transplants

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Most Complete Nursery in This Line

## DOORNBOSCH & ZOON

Veendam, - - - Holland  
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## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite,  
combined with the quality of our product is un-  
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Samples and prices are at the command of a  
communication from you.

## Dayton Fruit Tree Label Co.

South Canal St., Dayton, Ohio

## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
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Vines, Roses,  
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Fine Stock  
of  
Rhododendrons  
Kalmias  
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Send for Price List

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## Norway Maple Silver Maple and Carolina Poplar

IN CAR LOTS ALL SIZES  
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GRAPE VINES—One and two years old. Varieties  
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Also Scarlet or Crimson Clover Seed and Cow Peas.  
Free from weed seeds, all recleaned and guaranteed  
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Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose  
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## VERY GOOD

HARDY NURSERY STOCK SUCH AS  
AZALEAS, BUXUS,  
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RHODODENDRONS,  
ROSES, ETC.

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REPRESENTED BY

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**225 ACRES**  
*of*  
**Ornamental Trees**  
**S H R U B S**  
*and*  
**EVERGREENS**  
*OF EVERY DESCRIPTION*

*Choice Stock for Nurserymen whose trade demands the best material.*

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 WHOLESALE NURSEYMEN  
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APPLE QUINCE PEAR CHERRY  
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A Fine Block of  
 Own Root Roses

ORNAMENTAL TREES SHRUBS  
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 TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
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 63 Years 700 Acres

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ROSES, FIELD-GROWN. Own roots and budded.  
 ABELIA GRANDIFLORA Field-grown, transplanted.  
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BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
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WISTARIAS. Best sorts, grafted.

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ENGLISH WALNUTS. 18 to 24 inches, 2 to 3 feet and 3 to  
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JAPANESE WALNUTS.

We also offer a fine stock of Deutzias, Spiraeas, Phila-  
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*WE ARE LARGEST GROWERS IN  
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OTHER SPECIALTIES:

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INTRODUCER OF THE THREE STANDARD FRUITS:

CAMPBELL'S EARLY - The Best Grape  
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Our supply of above varieties is always less than the  
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High-grade stock, grown and graded to our own stand-  
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## The Best Tree Digger on Earth



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The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

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Exports exceed 25,000,000 stocks annually.

Wholesale Growers and Exporters of high-grade Nursery Stocks, such as: Pear, Apple, Mahaleb, Mazzard, Myroblan, and Angers Quince Stocks. Rosa Manetti, Multiflore and Canina. Young Forest and Ornamental Stocks, Shrubs, Conifers, Roses, most leading varieties.

For Wholesale Catalogues (N. N. Edition) giving prices of above items, address us or our American Agent, MR. H. FRANK DARROW, NEW YORK, 26 Barclay Street, or P. O. Box 1250.

Pick up a pin on this: On account of the geographical situation of our Cultures, and having besides this more than the required number of unmobilized clerks, and workmen to do the digging, packing, shipping, etc., of our stocks, we will therefore be quite able to send them over, as usual, in spite of the War. 3380

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### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

½-inch, ¾-inch, 1-inch and wider, cut to any length from 8 inches to 72 inches, at lowest possible prices. Have, sometimes, bargain lots of steel strapping, 1-inch to 1½-inch wide, random lengths. : : : :

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COVERING YOUR WANTS IN STEEL BANDS

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Strong Grades.  
Clean Stocks.

WE BOX FREE AND GUARANTEE  
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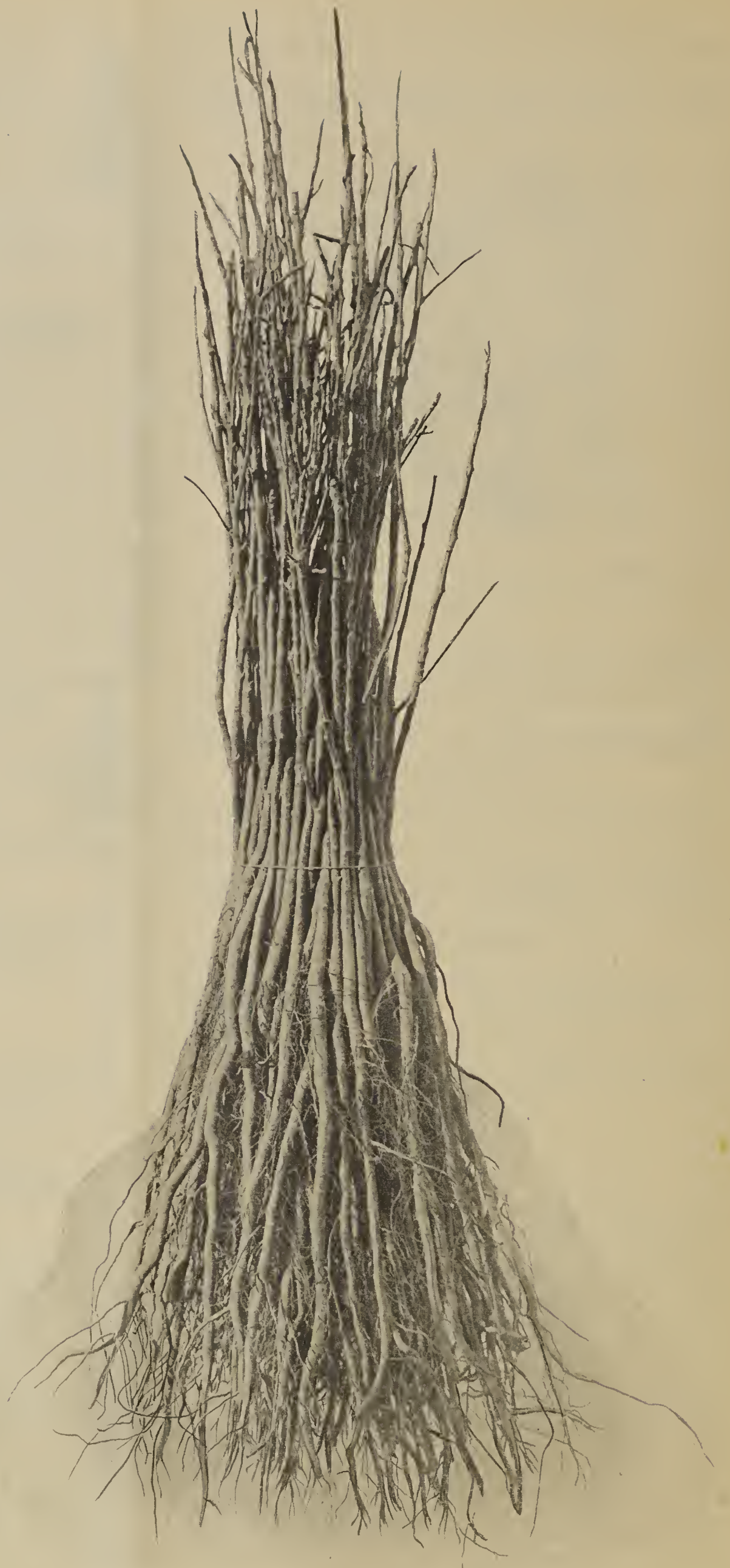
## GET OUR PRICES

AND A SAMPLE OF OUR  
GRADES BEFORE PLACING  
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APPLE AND PEAR SEEDLING  
SPECIALISTS.



Our No. 1 3-16 and all up straight root Apple Seedlings.  
When writing to Advertisers please mention The National Nurseryman.



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., FEBRUARY, 1915.

No. 2.



F. W. Watson

## AMERICAN VS. FOREIGN GROWN. APPLE SEEDLINGS FOR BUDDING AND GRAFTING PURPOSES.

Read before the Western Association of Nurserymen  
By F. W. Watson, Topeka, Kansas.

NO matter what subject we may discuss here we are all probably more or less biased by a personal interest. When we were put upon the program to say something about American *versus* Foreign grown Apple Seedlings, we do not believe it was expected we would say very much in favor of the foreign grown stocks.

We grow a great many apple seedlings and do not import, or deal in foreign stocks, so you will have to pardon us if we should overlook some of the good points of imported seedlings.

In treating the subject of American *versus* Foreign Grown Stocks, we will speak of the ideal American seedling, the perfect seedling, by this we mean the seedling grown and handled under the most favored circumstances.

We believe that the American grown No. 1 straight root apple seedlings are better in every way for grafting than the foreign grown seedlings. The American stocks have the proper shape—long even roots—graded to a specific standard. Not the short and long uneven grade that the foreigner sends us.

We believe all American stocks, properly grown and handled, are superior to foreign stocks. We say properly grown and handled, we cannot and do not try to defend the stocks grown on contract where there is no personal interest, excepting the price to be received. Some stocks are grown on contract by men who are crowded down to starvation prices, and have neither the means to spray their crops, nor a place to grade their stocks. Why some of these small growers grade their seedlings in a cave 20x30 feet, with a big stove, often red hot, in the middle of it—this does not tend to conserve the vitality of the stocks.

It costs money to properly grow apple seedlings. You cannot expect a man who grows on contract to show any interest, further than to try to obtain the shapes that go

into the different grades. His name does not go to the trade with the shipment—but the credit for healthy vigorous stocks (if he should have any) is given to the dealer who delivers the stocks to the trade—the trade believing the dealer to be the grower.

But we are getting off our subject—we know of no better way to get at the subject than to answer some of the objections to the American grown stocks that have been advanced by those who favor the foreign stocks.

One person says "We find this year the two year apple trees that we have been digging grown from grafts put upon American stocks have a great many root knots, while the two year trees budded upon French stocks are almost free of knots."

True—But if the American stocks had been budded, and the French stocks grafted, the budded trees would be free from knots just the same. It is not the stock but the mode of propagating that develops the knots. But the majority of the foreign stocks come in so late that they are mainly used for budding purposes, and this serves to deceive some into the belief that the foreign stocks are not subject to knots.

Another firm reports that the foreign stocks can be bought cheaper than the American grown—this is not true. The American stocks are sold for less money than the imported stocks plus duty and besides they are better graded stocks. Our American 3-16 and all up straight root grade, averaging over 50 per cent.  $\frac{1}{4}$  inch, is not duplicated in foreign stocks, it stands alone the best grafting stock in the market. Our  $\frac{1}{4}$  inch and up branched grade is as heavy and as well branched as the foreign 7 to 12 m. m. grade and sells for from \$2.00 to \$4.00 less per M. The imported 5 to 7 m. m. grade is no heavier and not as good a shape as our regular No. 2.

The American apple seedling has proven itself in the field, capable of producing as fine a tree as it is possible



to grow—a perfect stand—trees vigorous and healthy. What more do we want?

For budding purposes, the foreign grown stock have held a strong place in the front, from the fact that the growers of American stocks did not try to grow the branched root grades—rather considered them inferior grades—but the growers are not asleep, in growing apple seedlings now (excepting on contract) the grower selects part of his land of heavy dark soil, to get for part of his crop, the branched root seedlings. That this effort is appreciated by some is shown by the fact that a large Eastern firm, a member of a French Nursery Co., is decreasing their foreign importation of apple seedlings and are placing their orders for American branched roots.

We have a letter from a firm that says, "Foreign grown stocks are more vigorous than American grown stocks. Home grown stocks have not started to leaf out as yet, and the foreign stocks are in full leaf, both planted at the same time. What have you to say about it?" Foreign stocks leaf out quicker than home grown stocks, but if that is what the grower wants we can tell him of a way to get his stocks to leaf out early. Just put this year's stocks in cold storage and leave them until next year. The stocks when taken out, will leaf out in three or four days time. If there is an advantage in the early leafing out we recommend the trying of the cold storage process, but greater vitality is not shown by the early leafing of the stock.

As to vitality, we believe if you could see some of the two year budded trees at Topeka, that were budded upon American grown stocks, you certainly would not want any more vitality. These two year budded trees are six to seven feet high, they caliper an inch—if they were any larger they would be too large to sell.

In studying the question of American Grown *versus* Imported Apple Seedlings we have found that the strongest advocates of imported stocks, are those who make a profit in the sale of these stocks, and that is alright too, but it casts no reflection upon the American stocks.

An advantage in using American grown apple seedlings is, you can place your order for what you want and know in a day or two after mailing your order whether you will get your order filled or not.

You can get your stocks as early as you want them, this is especially important to those who graft.

Grafts and buds grown from American seedlings are as strong and vigorous as from imported stocks.

In two blocks of apple grafts planted side by side, one on imported stocks and the other on American grown, there was no difference in the amount of knots and waste in the two blocks of trees.

Budded trees grown on American stocks are practically free of knots.

We grow in America, apple seedlings as large as are ever grown in France or Holland—they have no advantage in size.

We grow apple seedlings as cheaply—plus duty as they are grown in the old country—they have no advantage in price.

We grow as pretty a branched seedling as was ever imported—and a far better straight root than they have ever been able to grow.

The American grown apple seedling is uniform, you know what you are going to get when you order a No. 1

straight root, but with the imported stock it evidently is different—the best the importer can do is to advertise that "We open every box and regrade"—surely—and it is necessary too.

American grown seedlings are uniform in length—foreign grown seedlings run from six to eighteen inches—whatever happens to come up with the spade.

If the American seedling is grown on new land, properly sprayed—dug late so as to be well matured—and not unnecessarily exposed at grading time—it is superior to any foreign grown stock.

If the American seedling is as good—if it will produce the same results—and at no greater cost—we are a strong believer in the slogan—"American grown for Americans."

It gives us pleasure to reproduce the photograph of Mr. Kallen, of Kallen and Lunnemann, Boskoop, Holland, in his soldier's uniform, who as a sergeant served in the army from August 1st.



Mr. Kallen,  
of Kallen & Lunnemann

While Holland is a neutral country the army is mobilized.

By special permission obtained from the minister of War, he received permission to make a trip to the U. S. A. and Canada, under condition to be present again by May 1st. It is easily understood that an order as this is only given, when more than personal interest is at stake and it shows how much interest our Government takes in horticulture, as the War office has given similar orders for various others, traveling for nursery or bulb interests. Mr. Kallen is in our midst at the present, with headquarters at 14 Stone St., New York, care of Maltus & Ware.

#### WHO WILL GIVE THE FOLLOWING INFORMATION?

What per cent. of the apple seedlings planted in America are American grown?

Is there any apple seed grown in America, if so what percentage is home grown? E. B. E., Utah.

#### FORGETS BUSINESS TO HEAR "BILLY"

Orlando Harrison, a fruit grower from Berlin, Md., was at the tabernacle yesterday. "I really ought to be home looking after my business," Mr. Harrison said, "but I am so deeply interested in Billy and his preaching that I just wired home I would stay on a few days longer. I am going to try to persuade Mr. Sunday to pay us a visit in Maryland. I reckon it would do some folks back home good to hear him."—*Philadelphia North American*.



# CONSERVATIVE PROPAGATION. PROBLEMS OF SELLING.

Read before the Western Association of Nurserymen, by J. R. Mayhew.

*Continued from our last issue.*

AS I have before stated, it is not entirely a question of propagation, but a combined question of growing and selling. The sales department of the nursery trade is divided, with most of us, into two departments, wholesale and retail, and I want to discuss the selling end of the business from this point of view. I have found few men in the nursery business who do not offer for sale a portion of their growing to other nurserymen, and I have found, furthermore, few nurserymen who have used the discretion in making sales that would entitle them to be termed conservative business men. In the matter of wholesale trade lists; during the season it is our custom to offer through wholesale lists our surplus, prices being based, largely, on what some other fellow is asking for trees and plants rather than on the cost of production endeavoring always to cut under competition just enough to get business. These wholesale lists stand for nothing, are feelers merely, and in no wise represent prices at which stock is sold. As one man once remarked, these are "asking prices." The prices at which nursery stock is sold over the United States vary according to the buying ability and selling ability of A and B. Very naturally this element should, to a degree, enter into the deal, but there is little reason why the element of supply and demand and stability of prices, together with the reliability of parties offering stock, should not also enter into the question of wholesale quotations. Wholesale trade lists should mean something. If we list 11-16 apple at a specified price per thousand and a much less price than that printed is charged neither the buyer nor the seller can have a very high regard for the stability and integrity of the business. In the matter of uniformity of prices or stability of prices there is chaos. We have reasoned that if we could not get our prices we would take the other fellow's. How many of you remember having received, each season from large dealers, letters asking the question, "What have you to offer in strictly bargain prices," bargain prices being in box car letters. Then, how many of you have begun to sharpen your pencil and with trade list before you have begun to see how much it was possible to mark down prices you have printed? Just so long as we think the stock we produce is worth nothing, just so long will the other fellow be of the same opinion. A nurseryman who is not willing to pay fair and reasonable prices for good stock with which to fill his orders is a "buccaneer," and the nurseryman who is continuously looking for someone to give his stock to, is a fool. We have some of both classes engaged in the nursery business. Better burn stock up and save the cost of packing.

Now, I have thought there might be relief along lines of co-operation here. The committee already suggested would immortalize themselves and save both the buyer and the seller thousands of dollars if they could work

out a plan to bring the buyer and the seller together on a stable basis, one that would be reasonable and just. Bargain Prices! There has not been a trade list issued in the past one hundred years by a reliable nurseryman that did not carry bargain prices, and yet few of us expect to receive, except in isolated cases, prices for our stock as carried in wholesale trade list. Suppose this committee, after careful consideration of the question of supply and demand, should recommend that certain trees and plants of different kinds and grades should bring approximately certain prices, and that there seemed available so many peach, apple, pear, etc., and that said stock was in the hands of named responsible growers. Then, let us except the recommendations of the committee and issue our trade lists based on their reports, and give or take accordingly. Under present conditions and through present methods of booking orders, the growers depress the markets months before stock is ready for sale. The plan is, get just as much as possible for what we have to sell, but under no circumstances lose a sale. Perhaps under the plan suggested every one would not feel disposed to co-operate, and I feel definitely certain this would be true, but I am inclined to think those who found it desirable to enter into such plan would be benefitted and that the business as a whole would be conducted on a more stable basis. I am not suggesting a combination that would be in restraint of trade or that would destroy the individuality of competition, but what I am driving at is this, that there should be more nearly uniformity of prices and that said prices should be based upon cost of production and influenced, necessarily, by the laws of supply and demand.

There is much that can be said in criticism of our policy of sending wholesale trade lists to planters, of the depressing and distressing methods employed by many in making retail sales, all of which has a direct bearing on the subject under discussion. I will not discuss this phase of the question, however, for I have already trespassed upon your time. In conclusion, may I gather up the ends of my address, tie them together, that you may think it over, and even if one of us plants fewer stocks another season or asks more for the stock already propagated, we will have been benefitted.

First, I believe beyond question that we are growing too much stock, and that as long as we continue to propagate the amount of stock that has been true of the recent past that prices will be depressed. If I am correct, we should reduce our growing. To the end that we may retrace along conservative lines, I have suggested that we appoint a committee whose duty it shall be to determine approximately the number of trees needed under normal conditions, the report of this committee to be forwarded to each member of the association participating under the plan, with the committee's recommendation.

Second, I have suggested that we concentrate our en-



ergies and our money in maintaining one central organization, which would very naturally be the American Association of Nurserymen. This, together with the different state organizations would give us, to my mind, the most efficient organization and would concentrate our energies rather than scatter them. I am not a stickler for this plan, however, and feel definitely certain that a very large per cent. of both the southern and western members believe it to be to the interest of sections represented to maintain said organizations. In following out the plan we have in mind, this is not essential.

Third, I believe that we should, before issuing trade lists, have some idea of supply and demand and that this should be the basis for our quotations. Very naturally there would be considerable cost in compiling and placing in the hands of members participating this information. This cost would, of necessity, have to be borne by members participating. I believe, however, that it would be the best money we ever spent and that it would pay bigger dividends than is true of the money we are spending to-day in an individual way. The committee I have suggested should be representative of every section of the country and composed of the most capable and unselfish men we have among the fraternity.

Fourth, make wholesale trade lists stand for something and mail said lists to bonafide nurserymen who are entitled to the terms named in trade list. If, with the information placed in our hands by the committee referred to, stock of a given character should bring a certain figure, print it that way and stand or fall by that price. Furthermore, be consistent in buying as well as in selling. If your stock of a certain grade is worth a given price, why should not the other fellow's be worth somewhere in the neighborhood of that price rather than 50 per cent. of said price? We may through present methods be able to pick up a salvage by hammering down prices, but somewhere along the line we lose. We need to be consistent in buying as well as in selling. Every once and a while we find a man who takes the position that a tree must be grown in western New York, or some other particular section, to bring the top notch in prices. It has a peculiar and intrinsic worth if it touches the soil of a certain section of Kansas, and thereby becomes pedigreed. Why, sirs, I have seen good trees grown in the red soils of poor old Alabama, my native state, and when a man says we do not grow as good trees in Texas as are produced on earth it only proves his ignorance or his prejudice. It is our egotism, largely, which causes us to think we are IT. Good, bad, and inferior trees are produced everywhere, for none of us have a monopoly on God's sunshine and rain which, after all, are the elements that go to make good stock. Let us be consistent.

Fifth and last, let us meet the problems which daily confront us, whether in growing or selling, along lines of high endeavor, remembering always to render a service in keeping with our high aims, for ours is a noble ambition of making the world more beautiful, of giving to the world food fit for kings.

#### FOREST NOTES

The arboretum established at Washington, D. C., in Rock Creek Park, through co-operation between the forest service and the District of Columbia, now contains 1,200 trees, comprising 92 different species.

#### AMERICAN GROWN FRUIT STOCKS.

Since the commencement of the European war, much concern has been felt among fruit growers as to the possible shortage of fruit stocks. While perhaps the concern is justified because fruit growers have been depending on foreign stocks, yet it would seem as if stocks can be successfully grown in the United States it would be a good thing if the European supply was cut off at least for a period and force the American grower to produce his own.

The growing of fruit stock in America is long past the experimental stage and as Mr. Watson very clearly pointed out in his address before the Western Association of Nurserymen they can be grown as well in this country as in Europe.



*The illustration shows a fine stand of 300,000 4 year apples on the nurseries of Bates Bros., Floral, Kansas.*

#### FREIGHT RATES FROM BOSKOOP, HOLLAND

As rumors have been going round, that the freight rates on nursery stock from Holland would be higher on account of the war circumstances, we like to inform you that we received a circular from Messrs. Wambersie & Zoon, of Rotterdam; Chief Agency for the Holland-American Line, in which they say among other things:

In the name of the Holland-America line we can inform you that the freight rates on plants will not be raised, so the freight rate for shipments spring 1915 for New York and other ports will be the same, as those in force up to the present time.

W. S. WAMBERSIE & ZOON.

We trust this information to be of some value.

D. G. WIEGAND BRUSS, *Proprietor,*  
V. D. Weijden & Co.'s Wholesale Nurseries, Boskoop,  
December, 1914. *Holland.*



Port Arthur, Texas, January 15, 1915.

## HORTICULTURAL AND NUT EXHIBITS AT THE PANAMA PACIFIC EXPOSITION

The publicity committee of the Texas Nurserymen's Association is considering the question of exhibits of Texas Fruits, Flowers, Nuts, etc., at the coming exposition at San Francisco. This matter was brought before the ninth mid-winter meeting of the Texas State Horticultural Society which convened at Fort Worth, Texas, the thirteenth and fourteenth of this month. This committee is composed of John S. Kerr, Sherman; J. B. Baker, Fort Worth; and J. M. Ramsey, Austin.

Mr. J. T. Bowman, of Austin, Secretary of the Texas exhibit commission, has issued a strong appeal for the co-

operation of the nurserymen and horticulturists of the state in securing, installing and maintaining suitable and creditable Texas exhibits.

B. W. Stone also, who is in charge of the nut exhibits for the National Nut Growers Association, is asking the co-operation and support of Texas Horticulturists in this department.

Besides this, the Panama California Exposition, of San Diego, through Mrs. Jessie C. Knox, is urging the nurserymen of Texas to make a rose exhibit at that place.

All these questions were brought forcibly to the attention of the Horticulturists and business men at the Horticultural meeting and will be extensively urged elsewhere.

Reported by JOHN S. KERR,  
Texas Nurserymen's Association per H. I. Martin, Sec'y.



"Made in America" Block of 500,000 Mahaleb Seedlings on the Nurseries of Bates Bros., Floral, Kansas.

## GHENT, BELGIUM.

One of the most important industries of an agricultural character in this district, and particularly in the immediate locality of Ghent and Bruges, is the cultivation of nursery stock and hothouse plants and flowers. In and about Ghent there are about 1,500 distinct horticultural establishments of this class, whose products are largely exported, the United States being one of their leading markets. The industry of growing flowers and ornamental plants, such as palms, ferns, azaleas, etc., has increased enormously in Belgium of late years and has been largely fostered by the organization of important schools of horticulture in different parts of the country, that of Ghent being one of the leading institutions of this class. The interests of this industry are especially protected by an organization known as the *Chambre Syndicale des Horticulteurs Belges*, having its headquarters at Ghent.

According to the annual report issued by this association, the year 1913 proved somewhat disappointing. It was expected that, in view of the International Exposition at Ghent, which was inaugurated by one of the most important flower shows ever held in Europe, the interest

in this industry on the part of strangers visiting the Exposition would be largely stimulated, with the consequence that exports would be correspondingly increased. The exports, however, decreased as compared with 1912. It appears that the demand for azaleas fell below that of the previous year, with the exception of certain special varieties. In the case of palms there appears to have been little or no demand for the larger varieties, although a few plants especially cultivated for collectors were disposed of at fairly satisfactory prices.

The demand for *Araucaria excelsa* was well maintained, sales having been effected at remunerative prices. Prices for young laurel trees remained firm, Germany continuing the best market for this class of plants. There was a brisk demand for *Rhododendrons*, but the plants did not bud profusely. There seems to have been little demand for *Begonia* and *Gloxinia* bulbs, large stocks of which remain unsold, with prices at an unusually low level.

The total exports of plants and bulbs to the United States during 1913 were valued at \$314,676, a decrease of \$41,233, as compared with 1912. — *Daily Consular and Trade Report*.



## UNIFORM LEGISLATION

Portion of Paper Read by M. McDonald, Member of Nurserymen's Joint Committee on Uniform Legislation, before the California Fruit Growers' Convention, Los Angeles, California.

**B**EGINNING with the assumption that horticultural laws are right in principle and necessary for the proper protection of the great orchard industries that have been developed in this country during the last half century; and believing as we all do, that the most thorough, systematic and scientific investigation should be pursued in working out the life history of all injurious insect pests and fungus diseases that prey upon plant life and its products, with the object of their control and final eradication, we are brought face to face with the great problem of how best to construct laws that will at once be broad enough in their application to fully protect, conserve and foster the varied horticultural interests of the whole country, and at the same time be reasonable, fair and just, without imposing unnecessary hardship or injustice upon any particular branch of horticulture.

The American system of government being divided into federal, state, county and municipal legislative bodies, with the initiative and referendum in many of the states delegating to the people themselves the power to make and unmake laws,—brings before us the question of how shall we approach the construction and administration of horticultural laws that will be uniform in their operation, giving adequate protection to the fruit growing and allied interests of the different states, while at the same time being just and fair to all interested parties.

Shall we, as now, continue multiplying county, state and federal laws, each in operation in the same state at the same time, and often in conflict with each other; sometimes their operation and enforcement left to inspectors whose appointment may have been due to some political preference, and without any previous experience or training for the serious technical work in hand, with power to condemn and destroy property without due process of law, thereby sometimes causing great financial loss to the owner of the property; and in other cases allowing injurious insect pests, fungus or bacterial diseases to be introduced because of lack of proper training and knowledge on the part of the inspector? Or, shall we approach this big problem from the broad viewpoint of the best law that can be constructed, which should be good enough for all, and that nothing less will satisfy the fruit growing interests; that it shall be uniform in its operation, and be enforced by competent trained men, operating under a central state authority and working harmoniously in co-operation with the Federal Horticultural Board?

At present, we have innumerable state and county laws bearing on this important subject,—scarcely any two of them alike in construction or operation, and often in conflict with each other. Most of these laws have been modeled with California State laws as an original basis, but

they have been altered and changed, until today it is almost impossible for an ordinary person to ship any farm product from one county or State to another without either first having an attorney look up the statutes of the state or county into which you are going to ship the article, or take the chance of violating some law or county ordinance.

To a person not accustomed to shipping fruit or vegetables, this may appear an extreme view, but I can assure you that shippers of these products find conditions as stated, and it would appear that unless some united effort is put forth by this and other Pacific coast States to secure some effective, uniform law, state laws and county ordinances will continue to multiply as time goes on until it will be hard to transport agricultural products from one county to another; because other states and counties in other states, taking their cue from California, are considering more drastic legislation. Some of these laws are conceived in a spirit of retaliation. This is not as it should be, for what is for the interest of one county is for the interest of another, and in a larger way what is for the interest of one state, is for the interest of all. Especially must this be true in the working and operation of horticultural laws in the abatement and eradication of insect pests, bacterial and fungus diseases.

Inspection, thorough and effective, at the point of origination, by men not alone qualified to inspect, but by men having knowledge of the rules, regulations and requirements of the law at point of final delivery, will do a great deal to clear up the situation, so that the seller will not be put to unnecessary expense and loss through his ignorance of the laws; and that the purchaser may not unnecessarily be exposed to danger from some injurious insect pests or diseases in sections where there may be no law or inspection. Remember, injurious insect pests and diseases do not obey the law of arbitrary boundary lines.

Of what possible value can a county or state ordinance be for the protection of the fruit growers when such boundary line runs through a thickly settled agricultural country, with different rules and regulations on each side of this fixed boundary line? Nothing short of a uniform law, with uniform rules and regulations for its enforcement by competent trained men under the supervision of some central authority in each state, supplemented by a most rigid federal quarantine enforcement at all ports of entry and points of access from foreign countries, will fully protect the horticultural interests of any state.

All state and federal laws should be so harmoniously adjusted that sectional quarantine restrictions will be under the control and supervision of the federal authorities; so that certain infected areas when necessary may be quarantined without taking into consideration county or state lines.



This work should be carried on through the co-operation of both state and federal authorities so that there will not be a duplication of officials, thereby eliminating all chance of friction and misunderstanding which usually follows when two sets of officers have authority over the same work, but are working under different heads.

If we should agree that through the enactment of a uniform law in the different states, all of our horticultural interests can best be fostered, conserved and protected from the ravages of insect pests, bacterial and fungus diseases, we are again confronted with the problem of how to bring about this result; and from the great number of state laws and county ordinances, how are we to select and agree upon a law that would be uniformly fair and just, and at the same time meet the requirements necessary to give the proper protection to all sections of the state?

In attempting to answer this question, may say that the nursery branch of horticulture, on account of the nature of its business being of an interesting character, has for many years felt the great need of uniformity in our laws, and have from time to time at their conventions discussed the feasibility of this work, but it was not until the joint meeting of the Pacific Coast and American Associations in Portland, June 17-20, 1913, that a concrete plan was evolved for bringing this matter to the attention of the horticultural authorities and others. At this convention, the subject received more than passing notice. In fact, the best part of two days was devoted to the discussion of this and kindred subjects, with the result that a committee was appointed to draft a resolution, whose following report was adopted by the Convention and a permanent committee appointed.

#### REPORT OF JOINT COMMITTEES ON UNIFORM LAWS.

We, the members of the American Association of Nurserymen and the Pacific Coast Association of Nurserymen, realizing that the multiplicity of State laws governing the control of injurious insects and diseases, of all classes of horticultural products are often a menace; and realizing that these laws govern particular areas of the country which have a diverse horticultural production, and differing conditions of soils and climate; and inasmuch as it is a well settled fact that depleted soils invite enemies, such as insects and diseases, fungus and bacterial elements (which is in accordance with natural law provided for elimination of all unfit plant life); and realizing that the growing of horticultural products and their free exchange between one section of the country and another is often retarded, hampered, and in many cases made unprofitable and prohibitive under much of the legislation now in force in the several states; and realizing that it is of the utmost importance that all horticultural products should be as free as possible from injurious insects and diseases, which have at times resulted in diverse, drastic and in some cases unjust conditions for the free and equitable exchange of horticultural product of all kinds; Therefore:

It is recommended by this joint committee, representing in its personnel the American Association of Nurserymen, and the Pacific Coast Association of Nurserymen, that both organizations proceed to provide moneys (to be known as the 'Horticultural Improvement fund') by a voluntary contribution not to exceed twenty-five dollars from the firms in both associations, or others interested in horticulture; said contributions to be made within ninety days from the date of this notice, and payments to be made to the treasurer of the American Association, for the express purpose of pro-

viding ways and means to secure uniform horticultural laws, as between one state and another, which in our judgment is only feasible by the appointment of a committee whose duties shall be to secure copies of all horticultural laws now in force in all the states and territories of the United States; and to make a digest of the same, to the end that that there shall be evolved and created out of this investigation and study, a law that shall develop, foster, conserve and protect all the interests of horticulture in all its several divisions, and which shall have the support and indorsement of horticultural officers and all the horticultural industries of the several states. And we further recommend that this convention adopt this report and proceed to carry out its provisions by the appointment of a committee of three, which shall consist of one member from the Atlantic Coast, one from the Mississippi Valley Region, and one from the Pacific Coast, with full power to utilize this fund as in their judgment shall be deemed necessary. And it is further recommended that this report be placed upon the records of both organizations.

"All of which is respectfully submitted.

Geo. C. Roeding	F. A. Wiggins	H. B. Chase
S. A. Miller	M. McDonald	J. B. Morey
P. A. Dix	Peter Youngers,	C. M. Peters
	A. W. Kirkpatrick, Chairman."	

This permanent committee composed of William Pitkin, of Rochester, New York; Mr. Peter Youngers, of Geneva, Nebraska; and myself at once took up the work as outlined. Copies of all the laws of the different states have been accumulated; letters have been written to horticultural authorities, officials of horticulture societies, agricultural colleges and numerous interested parties asking for their advice and co-operation in the matter, all of whom have given their most unqualified support for the principle of uniform legislation. Besides, the committee has met with the National Association of Horticultural Inspectors, whose chairman, Prof. J. G. Sanders, of Wisconsin, is working on a draft of a Uniform Inspection Law. This, together with a compilation from a digest of the laws of the different states in the form of a proposed horticultural bill, I have here with me, which I would be pleased to place before your legislative committee, or a special committee appointed for the purpose of examining same.

With a view of getting the advice and enlisting the sympathy and endorsement of this association in the work of uniform horticultural legislation, I may say further, that the draft of this proposed horticultural bill has been closely scrutinized by eminent horticultural authorities, has been carefully examined by a committee of the Pacific Coast Nurserymen's Association; and then again, by the Committee of the American Association of Nurserymen at Cleveland, Ohio, last June. We believe this bill has ground work upon which a uniform horticultural law can be framed that will, when in operation, with such changes as may be deemed necessary upon further study and investigation, fully carry out the principle as outlined herein.

We still further believe that if all of the horticultural associations and authorities can be induced to work in harmony for the principle of uniform laws, there will be no trouble in getting them passed by the various legislatures interested, because it has been shown that there is an almost universal sentiment for this uniformity in our laws to be brought about. May I hope that your convention will take immediate action and pass upon this very important subject.



## THE ELM CITY NURSERY COMPANY, NEW HAVEN, CONN. PLANNING EXTENSIVE EXPANSION

The Elm City Nursery Company, of New Haven, Conn., is well and favorably known throughout New England and the Middle States, having built up a large retail trade and reputation for reliability and high grade of stock. Their present nursery areas are fast becoming too restricted for their rapidly increasing business requirements. A very careful search for a new site culminated in the recent purchase of several adjoining farms at Woodmont, Conn., but a few miles from the Nursery's present office and grounds. The new purchases adjoin the New Haven Railroad Co.'s station at Woodmont, and will serve every economy from a transportation stand-

ings, and a propagating plant will be built near the railroad station on a tract of ground of some twenty-five acres which will be set apart for the purpose and developed into an attractive commercial park where the Nursery's products can be displayed to good advantage. The Railroad Company is to co-operate with the nursery in laying out the station grounds at Woodmont in a park-like style.

At a recent stockholders' meeting, Ernest F. Coe was again elected president, W. W. McCartney, treasurer and general manager, and Walter E. Campbell, secretary.



*Ernest F. Coe, President*



*W. E. Campbell, Secretary  
and Sales Manager*



*W. W. McCartney, Treasurer  
and General Manager*

point. The character of the ground is mostly a level plain, being part of a section which for many years has produced a high grade of market garden seeds, especially seed corn and onions. The character of the soil, together with the immediate transportation facilities, makes the location one hard to beat. Heavy plantings, mostly of popular ornamental stock, will be established in the spring, much of the ground having already been prepared. It will be two years before the nursery business will be moved to the new location at Woodmont, in the meantime, up-to-date offices, packing and storage build-

Ernest F. Coe has been president of the company since its incorporation in 1904, and his personal enthusiasm and business foresight has been a great factor in the company's success. Wesley W. McCartney has been with the company many years, previously having been with a number of the largest nurseries. He is a splendid organizer and popular both with the working force and customers.

Walter E. Campbell has been with the company several years, previously having had a wide training along nursery lines. He is a live wire and a business getter.

### BOOK REVIEW

PANAMA, The Canal—The Country—The People, by Arthur Bullard, (Albert Edwards). Revised edition with additional chapters and new illustrations. Decorated cloth 8 vo. Price \$2.00 net, boxed. Publishers—The Mac-Millan Company, New York.

This is the very best, the most complete and up-to-date book yet published on Panama.

We are indebted to the A. T. De La Mare Printing and Publishing Company, 2 to 8 Duane Street, New York, N. Y., for a copy of their "Gardens and Florists' Annual for 1915, price 50c. This is an excellent work of over 230 pages and covers very thoroughly all current matters pertaining to the gardeners' and florists' business. It is a digest of the events of the horticultural year at home and abroad and includes biographical notices of men who have been prominently identified with the movements and activities in the realm of horticulture during the past year.



# AMERICAN ASSOCIATION OF NURSEYMEN. FORTIETH ANNUAL CONVENTION.

*A Message From the Secretary*

Mr. Editor:—

Seven years ago this Association held its annual meeting in Detroit, Michigan. At the Cleveland convention of 1914 Detroit was again practically unanimously chosen for the meeting of 1915. So much enthusiasm was evinced in the discussion as to the city in which this anniversary should be celebrated, that we consider ourselves warranted in boosting "the City Beautiful" in anticipation of June 23-25th next. It is such fun to be a "booster," because, after your energy has been spent, such a delightful satisfaction gets up under a man's vest as he congratulates himself on his success, always, of course, presuming that he has boosted in a good cause. So let us all assume the role of the booster in one united effort to make this fortieth anniversary the most notable in the Association's history—notable in size of membership, notable in attendance and notable in all other ways that shall build up the business of the legitimate nurseryman. To this end let every man look after the fellow who is "not on the list." President Chase is on the war path. He has appointed a committee of seven live men to boost the membership, with Brother Will Munson, of Texas, as chairman. Somethin' doin'.

As already announced Hotel Cadillac will be headquarters. Mr. T. I. Ilgenfritz (some call him "Tom") is chairman of the committee on arrangements and entertainment. He has made the personal acquaintance of the manager of the hotel, who has promised not only to do his best to give satisfaction equal to that felt seven years ago but to surpass it as far as his capabilities will permit. The entertainment mill is working and we will shortly be able to take members more fully into the committee's confidence. The program mill is also grinding, and we suggest that members write to Brother C. R. Burr, Manchester, Conn., any thought they may have that will be helpful to him.

I shall be glad to give prompt attention to all inquiries regarding membership, etc.

Yours for a 1915 boom,

JOHN HALL, Secretary.

204 Granite Building, Rochester, N. Y.

## THE YEWS

There is a class or quality in the yews, but they are of such slow growth that the nurseryman has to wait a long time before he can realize on his labor and investment. Much can happen from the time of propagation, 5 to 10 years, before they are ready for the market and he usually prefers to import plants from Europe rather than attempt their propagation himself.

They are propagated by seeds which do not germinate until the second year but seedlings invariably grow faster than plants raised from cuttings.

Cuttings can be rooted very readily in a cool greenhouse or frame but do not have the same freedom of growth and so do not develop into as fine specimens, their growth is more likely to be low and spreading. Varieties grafted on seedlings even make better headway than cuttings.

As the seeds take so long to germinate it is better to gather them when ripe and put them in a heap when the fleshy covering will rot away, then mix them with fine sifted sand and bury them in the ground about 6 inches deep where they may remain until the time for sowing.

The Yew is a very ancient form of vegetation and really belongs to past geological ages. The present forms are very broadly dispersed over the north temper-

ate zone.

*Taxus baccata*, English Yew, is indigenous through Europe to northern India. There are numerous garden varieties including the well-known Irish Yew.

*Taxus canadensis*, Canadian Yew is the American representative of this family.

*Taxus Cuspidata*, the Japanese.

In addition to these there is a Florida one *Taxus floridana* and one from Mexico, *Taxus globosa*.

Botanists are of the opinion they are all geographical varieties of one species that through the ages have adapted themselves to the conditions under which they are growing.

The yews thrive in almost any soil and are wonderfully tenacious of life when once established, endure shade well and so make admirable plants for small city yards.

Unfortunately they are not particularly hardy and suffer from dry frosty winds in winter, especially when exposed to the winter sun so that it is better to protect them in much the same way as the Rhododendrons require, in fact Rhododendrons and yews thrive under about the same conditions. As far as hardiness is concerned the Canadian Yew is considered the hardiest but the writer has seen them winter kill when the Japanese and English came through unharmed.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.

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Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
Six Months .....	.75
Foreign Subscriptions, in advance.....	\$1.50
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., February, 1915.

**MADE IN AMERICA** A very prominent and successful wholesale florist, who annually forees large quantities of *Azaleas*, *Rhododendrons*, and other imported plants asks "Why we import stock which could be grown in this country that would give better results? It is impossible to play the violin or piano by main strength, and this I believe gives the reason. It takes time, meaning years, to grow many lines, equipment and investment, and above all trained and skilled help as well as a guiding hand at the helm with a fixed resolve to "get there" before a new enterprise, such as growing the kind of plants we import, can be got on its feet and put on a paying basis.

There is not a practical nurseryman in the country who does not know in his heart that nearly all the plants we import could be grown successfully here, yes and stock that would be better suited to our needs.

Fruit stocks, roses, tree seedlings, *Rhododendrons*, *Azaleas*, coniferous evergreens, Boxwood, yes and even bulbs.

Fruit stocks are already being grown by the million by some of our western nurserymen. Roses by the hundreds of acres in many states of the Union. The same may be said of coniferous evergreen and deciduous seedlings.

It is only when we come to consider the ericaecous group of plants such as *Rhododendrons*, *Azaleas*, heaths, etc., that we are not quite sure if we could produce and compete with the other side, yet to quote Mr. J. B. Eisele, manager of the Henry A. Dreer Co. "If I were a young man I would not ask for anything better than an opportunity to devote myself to the commereial growing of this group of plants."

It is only necessary to see the old boxwood hedges in the south, to tell the plantsman that we ought to be exporting instead of importing this item.

The choicer kinds of evergreens can be grown in

America just as well as in Europe, if given the same care, if not then they are not suitable, and not desirable for planting in America.

"Made in America" is a splendid slogan but we must not be too impatient. Our business is not that of the manufacturer, if it took ten years to build an automobile to retail for one dollar as it does to grow many kinds of plants, that business would not have made the progress it has in the last ten years.

We have the capital, the land, the water, and the climate for growing all we import in some part of the states if not in others. The one great lack is skilled and trained help, we are making tremendous strides in scientific and theoretical horticulture, but we have a long way to go before we shall be in the European class in this line. If the nurseryman instead of sending his sons to colleges and experimental stations, would follow the practice of the European nurserymen and other professions and trades and send them to other good nurseries in Europe or even in America, we should soon begin to develop highly trained men as employers in the profession, and the skilled workman would materialize.

America has a habit of developing along independent lines and usually "gets there" if there is an incentive. Even though our progress is apparently slow one has only to analyze conditions to note we are moving in the right direction. Nurserymen are devoting themselves to certain plants and developing their culture to a high degree such as *Clematis*, peonies, roses lilies, fruit stocks, evergreens, different kinds of herbaceous plants so that it will be only a matter of time when the stock we now import will be grown in America.

**ORDERS** There is something about an order that brings a thrill of pleasure often out of all proportion to its importance. May be it is because we try so hard to get them. Who has not done a hard days drumming for business and returned to the hotel with nothing to report to the home office, but an expense account? or sat down and opened up a lean mail without feeling down in the dumps, and correspondingly elated with a good mail or a well filled order book?

Yet with all, if an order is not a profitable one we are better off without it, and it pays to have our prices set, below which there can be no reduction.

It is also worth while to remember, volume of business is not what is wanted so much as profitable business.

Orders that cost more to handle than the price permits, for stock we are not certain we shall be able to ship at the proper time, orders from irresponsible parties or where the pay is uncertain, or orders for stock that either through weather conditions or some other reason you feel doubtful about filling the purpose satisfactorily for which they purchased, are likely to cause worse than disappointment, or a feeling of depression at the end of the season.

There is only one kind of order worth having, namely, that which gives the purchaser satisfaction when filled and yourself a profit.

If an order is accepted, be sure at least that the first named condition is secured if at all possible. It is better to lose the profit on one order than to have a disgruntled customer advertising your business, and charge the loss to your own lack of business acumen in accept-



ing an unprofitable order.

Having once accepted an order treat it like a good soldier does an order from his superior, obey it for all you are worth.

To quote Elbert Hubbard, "Having promised to deliver goods by a certain time, do not start the thing a going and trust to luck for the rest. Do your own part in full and then follow up to know the rest is moving on schedule time. Remember that the thing specially promised and of special importance needs watching."

#### WHADDYMEAN "THE ATTITUDE?"

Editor, National Nurseryman:

Anent your able editorial in the January National Nurseryman touching on the subject of sales, it seems to the writer that one who has not had wide experience in selling nursery stock would, after reading it, have both attitude and altitude. He would surely be "up in the air."

That improvement and efficiency can both be injected into the retail sales department of the business is scarcely open to argument. But that the catalog can be eliminated or greatly abbreviated, is a suggestion of doubtful value. Reference to the tinker, the tailor, the candle stick maker, and the florist simply befog the issue. Goods comprehended under the classification suggested by reference to the immortal trio are produced in a different way, and because of their inherent qualities can be handled and distributed to the consumer by methods that would destroy the product of the Nurseryman. The florist is the only one whose product is in a similar class. The Nurseryman who wants to adopt the same method of sales, (and the plan is feasible) will have to prepare to stand large losses on his stock and to advance his prices to the purchaser to probably more than double present average figures.

But the nurseryman is not lonesome in his persistent use of the catalogue as the chief agency of promoting sales. Even the tinker, the tailor, and the candle stick maker have taken their cue from him and in many cases have abandoned all other methods of sales. Indeed, so successful has the catalogue method proven that this same immortal trio sold from under one roof in 1914 over seventy million dollars worth of their products, every dollar of it by catalogue. And do you know, Mr. Editor, that this method which you characterize as a "tremendous expense to the business" has proven itself to be so cheap, dependable, and so effective that it has driven the peddler from the road and has given the country merchant a permanent pair of cold feet.

In the nursery business the catalogue method of sales, except in very few cases, has never been given a serious trial, and has not been brought to a point of completeness and selling efficiency as have mail order catalogues in other lines, yet in spite of these deficiencies, in scores of cases the nursery catalogue, as we know it, is selling goods at a percentage of expense which no other method has yet approached.

One of the weak spots in the retail sales end of the business is the failure of the large wholesale grower to back up the retailer. By this attitude he is both shirking a responsibility and neglecting an opportunity of large possibilities. The attitude of the average wholesale grower is that when the stock is grown, sold, and shipped

to the retailer and his check acknowledged his interest in the whole transaction ends. The large producer in a very great many other lines helps in a very substantial way to create a demand for his goods to such an extent that before the retailer puts a dollar into them they are advertised so effectively that they are half sold.

To illustrate, we will again refer to the old firm of the tinker, the tailor, and the candle stick maker, and need go no further back than the last magazine or the morning paper to find that the tinker or his successors is buying large spaces to help the retailer sell safety razors; the tailor is using pages and double pages to assist in the sale of clothing; and the candle stick maker is buying other pages to sell for the retailer Mazda lamps and the like.

The answer is obvious. There is not one tree or shrub now planted where ten should be, especially of ornamentals. It is the opportunity of the large grower to create the demand and supply the stock. In doing this he should encourage and help the retailer to issue more and better catalogues, to do more and better advertising. A plan of this kind properly worked out and executed would double the sales of nursery stock in five years.

Yours truly, A. B. MORSE.

#### OHIO NURSERYMEN'S ASSOCIATION

The Ohio Nurserymen's Association in joint session with the Ohio State Horticultural Society held its eighth annual meeting at Columbus, Ohio, January 12th and 13th.

The following topics were discussed:—

"Fall and Spring Planting"—W. N. Searff, New Carlisle, Ohio.

"Replacing Nursery Stock"—A. R. Pickett, Clyde, Ohio.

"Best Way to Purchase Nursery Stock"—T. B. West, Perry, Ohio.

"Good Will between Nurserymen and Fruit Growers"—H. S. Day, Fremont, Ohio.

Much interest was shown in the discussion of the various papers. The good feeling pervading the meeting showed that the most friendly relation existed between the nurserymen and the fruit growers of the state. Even in the matter of replacing nursery stock which has so often proven a stumbling block. The fruit growers were in full accord with the nurserymen in condemning the practice of replacing free, believing it to be the cause of much indifference and neglect on the part of the planter.

On the second day the nurserymen held a business session at the Hotel Vendome.

Trade was reported fully up to the average, stock in good condition and prospects good. It was thought that all stock would be in demand at fair prices with the exception of apples.

The following officers were elected for the ensuing year:—T. J. Dinsmore, Troy, Ohio, President; A. R. Pickett, Clyde, Ohio, Treasurer; W. P. Cole, Painesville, Ohio, Secretary.

William P. Stark, Stark City, Missouri, made an address before the Arkansas Horticultural Society, University Experiment Station, Fayetteville, Ark., on the subject of "Peach Growing."

He reports a splendid meeting, great enthusiasm and the outlook for spring business very good indeed.



## BERRIES AND FRUIT THAT WILL ATTRACT BIRDS.

A lecturer, on the subject of birds, recently made the statement "that if all the birds in the world were destroyed, in twenty years there would not be a human being left" or words to that effect. Whether this be true or not, there is no doubt that birds play a very important part in the economy of nature and we upset the natural order of things at our own peril. Perhaps the same statement may be made in relation to the insects, even some of those which we consider pests, are perhaps very important to the welfare of the human part of creation. The man who would completely destroy any form of life from off the earth, is largely made up of egotism and ignorance. But without going into the economic value of birds or raising the question as to whether they pay for the fruit they appropriate, we cannot and do not wish to do without them; in fact there are few people who do not like to see them around, in great variety; may be not great flocks of robins at cherry time and such like, but we like to see them. The nurseryman is often asked by his customers what to plant to encourage the birds.

Scientific fruit growers are now systematically planting Mulberry trees *Morus tatarica*, June Berries, *Amelanchier* and Choke Cherries *Cerasus Virginica*, as counter attractions to their strawberry beds and other crops of fruit which the birds are liable to raid and exact more toll than they are justly entitled to.

There are many other kinds of plants which supply the birds with food, and a free planting of them will do much to keep birds on the premises. The migrating birds will not be held out of their customary summer or winter resorts but an abundant supply of food will encourage them to stay longer.

The figures in parenthesis denote approximate height at maturity.

*Cerasus Padus* European Bird Cherry. (30 to 40) feet. The black berries hang in attractive racemes and are much liked by the birds. The flowers are ornamental.

*Cerasus Pennsylvanica*. (20 to 25 feet). The small bright red fruit ripens in June.

*Cerasus serotina*. Wild Black Cherry. (30 to 35 feet). The black fruit ripens in autumn.

*Cornus florida*. White Flowering Dogwood. (20 to 25 feet). Beautiful red berries, borne in clusters, ripens in October.

*Cornus paniculata*. (8 to 10 feet). This upright growing shrub ripens its white fruit in July.

*Cornus alternifolia*. Blue Dogwood. (8 to 10 feet). Blue-black berries ripen in early August.

*Cornus sericea*. Silk-leaved Dogwood. (6 to 8 feet). The fruit ripens in August, changing from white to blue black.

*Aralia spinosa*. Hercules Club (10 to 15 feet).

*Aralia Japonica*.

*Aralia Mandschurica*.

The small black berries of *Aralia* are borne in large clusters at the terminus of thick, thorny stems. *Mandschurica* ripens in August, followed by *Spinosa* and *Japonica*.

*Betula* Birch. 40 to 50 feet. The first of the birches to

ripen, is the Red or Water Birch in June, followed by the English White, Poplar Birch, Sweet and Yellow. The wild canaries delight in pecking at the catkins.

*Lindera Benzoin*, Spice Bush. (6 to 8 feet). The red berries ripen in September. The plant likes a moist situation.

*Chionanthus Virginica*. White Fringe (10 to 12 feet). As these blue black berries ripen in September, the robins will take them as fast as they change color. As they ripen successively they give food for about two weeks.

*Nyssa multiflora*. Sour Gum (40 to 50 feet). The blue black berries ripen in the middle of September.

*Morus*. Mulberry. (20 to 30 feet).

*Morus alba*, White Fruited.

*Morus rubra*. Red Fruited.

*Morus tatarica*, and Downings Everbearing. Black fruited. The blackberries ripen in July.

*Photinia villosa* (10 to 12 feet). Small red berries ripening in September will be taken by the birds almost as fast as they color.

*Sassafras officinale* (30 to 40 feet). These black berries are very much liked and ripen about the middle of August.

*Amelanchier*. June Berry. (8 to 10 feet). The fruit of these plants is much desired. Birds start feeding on them as soon as they begin to color, before they are fully ripe.

*Juniperus Virginiana*. Red Cedar. These berries make good food for birds through the winter.

*Ampelopsis Virginica*. Virginia Creeper.

*Ampelopsis Veitchi*. Boston or Japanese Ivy. Both these vines have black fruit ripening in October.

The following is a list of berries not much sought after by birds but they will be eaten when other food is scarce.

*Celtis Occidentalis*. Nettle Tree. (40 to 50 feet). Brown. Ripens in November.

*Berberis*. Of different sorts. Red fruit. Ripens in October.

*Pyrus arbutifolia*. Red fruit. Ripens in October.

*Pyrus melanocarpa*. Black fruit. Ripens in October.

*Sambucus*. Elderberry. Ripens in June and July.

Beech and small acorns are often eaten by birds.

Once again the bluebirds sing,  
And we know that it is spring.  
How we love to hear their song,  
For to Hope, does it belong.

Hopping all about the lawn,  
Which so long has looked forlorn.  
Later on the grass will grow,  
And the flowers will make a show.

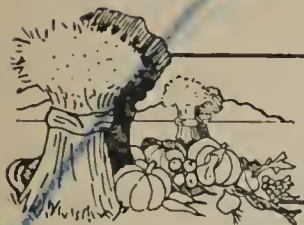
Then the lark, too, and the thrush  
Both in meadow and in bush,  
Will compel each one to love,  
All the songs they raise above.

And the sparrows on the ground,  
Will be chirping all around,  
Oh the mischief they can do!  
Will be told as nothing new.



Other birds will come along,  
Each will bring some kind of song.  
But the bluebird, best of all,  
From the springtime to the fall.

M. H.



From the U.S.D. of A.

January 18, 1915.

For the information of customs officials and State Inspectors collaborating with the Federal Horticultural Board in the enforcement of the plant quarantine act, the following reference list has been prepared showing the plants and plant products excluded from the United States by the various quarantine orders issued up to December 31, 1914.

PLANTS AND PLANT PRODUCTS PROHIBITED ENTRY BY  
QUARANTINE ORDERS

Irish potatoes from Newfoundland, the islands of St. Pierre and Miquelon, Great Britain, including England, Scotland, Wales and Ireland, Germany, and Austria-Hungary, Quarantine No. 3, September 20, 1912, T. D. 32935, November 16, 1912.

Oranges, sweet limes, mangoes, Achras sapotes, peaches, guavas, and plums, from the Republic of Mexico, Quarantine No. 5, January 15, 1913. T. D. 33110, January 23, 1913.

Amendment 1 adds grapefruit and its horticultural varieties to this list. T. D. 33247, March 3, 1913.

All five-leaved pines from Europe and Asia, Quarantine No. 7, May 21, 1913. (Supersedes Quarantine No. 1, September 16, 1912). T. D. 33469, May 28, 1913.

Cotton seed (including seed cotton) of all species and varieties and cottonseed hulls from all foreign localities and countries excepting only the locality of the Imperial Valley in the State of Lower California in Mexico, Quarantine No. 8, May 28, 1913. T. D. 333574, June 23, 1913.

This quarantine was lifted as to the States of Nuevo Leon and Tamaulipas, Mexico, and the States of Coahuila, Durango, and Chihuahua, Mexico, by Amendments 1 and 2, T. D. 34418, April 28, 1914, and T. D. 34566, June 20, 1913.

Irish Potatoes from the Dominion of Canada, Newfoundland, the islands of St. Pierre and Miquelon, Great Britain, Ireland, and Continental Europe, Quarantine No. 11, December 22, 1913. T. D. 34022, December 29, 1913.

This quarantine was lifted as to Belgium, Denmark, and the Netherlands, by Amendments 1, 2, and 3, T. D. 34242, March 12, 1914, T. D. 34213, February 27, 1914, and T. D. 34302, March 23, 1914.

All restrictions on the entry of foreign potatoes into the island of Porto Rico under this quarantine were removed by Amendment 4, June 25, 1914.

This quarantine was lifted as to Canada by Amendment 5, November 30, 1914. Notice of this amendment was sent direct to the customs officials concerned by the Treasury Department and was not issued as a Treasury Decision.

(Quarantine No. 3, September 20, 1912, T. D. 32935, November 16, 1912, also prohibits, on account of another disease, the importation of Irish potatoes from Newfoundland, the islands of St. Pierre and Miquelon, Great Britain, including England, Scotland, Wales, and Ireland, Germany, and Austria-Hungary, countries again included in No. 11).

Seeds of the avocado or alligator pear from Mexico and the countries of Central America, Quarantine No. 12, February 27, 1914, T. D. 34261, March 13, 1914.

Living canes of sugar cane, or cuttings or parts thereof, from all foreign countries, Quarantine No. 15, June 6, 1914, T. D. 34567, June 22, 1914.

All citrus nursery stock, including buds, scions and seeds, from all foreign localities and countries, Quarantine No. 19, December 10, 1914 (effective January 1, 1915), T. D. 34933, December 18, 1914. The term "citrus" as used in this quarantine includes all plants belonging to the subfamily or tribe *Citralae*.

Collectors of customs are also referred to Treasury Decisions 34110, January 29, 1914, 34151, February 6, 1914, 34262, March 13, 1914, 34625, July 11, 1914.

NOTE: Copies of the quarantine orders referred to above may be obtained on application to the Federal Horticultural Board.

Yours very truly,

C. L. MARLATT, *Chairman of Board.*

The European pine shoot moth (*Evetria buoliana*), which was made the subject of a warning letter issued from the branch of Forest Insect Investigations of the Bureau of Entomology of this Department, October 26, 1914, is a pest of such importance, and the likelihood of its entry is so great, as to lead to the serious consideration of issuing a quarantine prohibiting the further importation into the United States of foreign pines, supplementing and extending the present quarantine, which applies to all five-leaved pines from Europe and Asia.

C. L. MARLATT, *Chairman of Board.*

GIPSY AND BROWN-TAIL MOTHS DECREASING

A marked decrease in the numbers of both the gipsy and brown-tail moths is declared by the Bureau of Entomology of the U. S. Department of Agriculture to have taken place in the period covered by the report which has recently been published of its work for the year ending June 30, 1914. This has been largely brought about by the wilt disease and the parasites and other natural enemies of these pests, which have been introduced to fight them.

An entomologist of the Department of Agriculture who had seen Mexicans add cactus to whitewash in order to make it stick to boards, derived from this the idea that cactus solution would make arsenical sprays for killing insects adhere to plants and thus protect the plants against insect ravages for a longer period. As the result of a series of experiments with the ordinary "prickly pear" or (*Opuntia lindheimeri*) Engelm, which is plentiful in the Southwest, it has been found that if sliced prickly pears or indeed any other cactus of sufficient size are added to the water before the zinc arsenite or Paris green and the lime are put in, the mixture will stick to the



plants much better and be effective for a much longer period. The experiments were made with the cucumber and similar plants which are attacked by the belted cucumber beetle, (*Diabrotica balteata*) and it was found that in regions where prickly pears are obtainable the method is excellent to prevent damage by insects with habits similar to those of the belted cucumber beetle, such as the twelve-spotted cucumber beetle, etc.

#### BULLETINS OF INTEREST TO NURSERYMEN

The Mediterranean Fruit Fly in Bermuda. By E. A. Back, Entomological Assistant, Mediterranean Fruit Fly Investigations. Pp. 8. Contribution from the Bureau of Entomology. December 18, 1914. (Department Bulletin 161.) Price, 5 cents.

This bulletin discusses the history of the fly in Bermuda, the life history of the insect, and the possibility of eradicating it from Bermuda; the bulletin is of interest to entomologists.

Quassia as a Contact Insecticide. By William B. Parker, Entomological Assistant, Bureau of Entomology. Pp. 8, fig. 1. Contribution from the Bureau of Entomology. (Professional Paper.) December 31, 1914. (Department Bulletin 165.) Price, 5 cents.

The results of an investigation to determine the most suitable solution of quassia for use as a spray for the control of the hop aphid are discussed in this bulletin.

Soil Survey of Habersham County, Georgia. By David D. Long, of the Georgia State College of Agriculture, and E. C. Hall, of the U. S. Department of Agriculture. Pp. 48, fig. 1, map. (From F. O. Soils, 1913.) Price, 15 cents.

Soil Survey of Jones County, Georgia. By David D. Long, of the Georgia State College of Agriculture, and G. A. Crabb, L. L. Brinkley, Riden T. Allen, and E. J. Grimes, of the U. S. Department of Agriculture. Pp. 44, fig. 1, map. (From F. O. Soils, 1913.) Price, 15 cents.

Norway Pine in the Lake States. By Theodore S. Woolsey, Jr., Assistant District Forester, District 3, and Herman H. Chapman, Professor, Yale Forest School. Pp. 6 pls. 6. Contribution from the Forest Service. (Professional Paper.) December 4, 1914. (Department Bulletin 139.) Price, 10 cents.

The manuscript describes the life history of the Norway pine, its requirement upon soil, moisture, and climate, its rate of growth and yield, and the best methods for its management.



The Hoxsie Nurseries, Incorporated, was granted a charter by Secretary of State J. Fred Parker. The concern is to engage in a general nursery business at Hoxsie, in Warwick, R. I., and is capitalized at \$10,000. The incorporators are Ralph M. Greenlaw, Charles E. Tilley and Edward J. Moons, all of Providence.

T. J. Maney, R. M. Sayre and Fitzhugh McGrew have filed incorporation papers with the secretary of state. They expect to do a nursery business in Geneva, N. Y., under the name of Maney & Sayre. The capital stock is \$30,000.

## FLOWERING CRABS

Much attention has been paid to these plants at the Arboretum where they are arranged in two groups. The original group is on the right-hand side of the Forest Hills Road going towards the gate. The situation is not a good one, the space is very limited, and a few years ago a second collection was established at the eastern base of Peter's Hill. The plants here are smaller than those in the original group but the number of individuals and of species and varieties is much greater, and here will be found specimens of all the Crabapples that the Arboretum has been able to obtain. The study and proper comprehension of these plants are full of difficulties, for many of the species hybridize so freely that seedlings raised from seeds of cultivated plants rarely produce the original type, and wild plants or seeds from isolated wild plants of the Old World species are almost impossible to obtain. The common Apple-tree of orchards even is now generally believed to be a hybrid between the two European species; the so-called Siberian Crabs of American pomologists are supposed to be hybrids between the Common Apple and the Siberian *Malus baccata*, and the number of other varieties supposed to be hybrids is large, including two which have already appeared in the Arboretum.

One of the handsomest of all Crabapples, *Malus floribunda*, is one of the earliest to flower. As it grows in this country it is a broad shrub, with a trunk dividing at the base into several large branches. The pink flowers, which are deep rose color in the bud, turn white before the petals fall and are produced in the greatest profusion. The dark green foliage is abundant but the yellow or orange-colored fruits, which are not much larger than peas, make little show. The origin of this plant is uncertain; it was first sent to Europe from Japan but it is not a native of that country where it was probably introduced from China, although it does not appear to be known in China now in a wild state. By some authors it is considered a hybrid between two of the species of northern China, although it bears but little resemblance to its supposed parents. The largest specimens of this Crabapple will be found in the neighborhood of the Administration Building. A plant which is evidently a hybrid of *M. floribunda* appeared spontaneously in the Arboretum several years ago and has been named *Malus Arnoldiana*. It has much larger pink flowers and larger fruit than *M. floribunda*, and in flower is one of the most beautiful of all Crabapples.

The Crabapple of eastern Siberia, *Malus baccata*, is a tall narrow tree with white flowers on long, drooping stems and very small yellow fruits from which the calyx falls before the fruit ripens. There is a fine



old specimen of this tree in front of the gardener's house in the Harvard Botanic Garden at Cambridge. In the Arboretum a number of forms of this species have been raised. They are distinguished from the Siberian tree by larger pure white flowers and larger fruits than those of *M. baccata*. Some of these forms are among the most beautiful of the early flowering Crabapples.

*Malus spectabilis* from northern China is a tall shrub or small tree with erect, slightly spreading stems, large pink flowers which in the cultivated plants are more or less double, and medium-sized yellow fruits. This is an old inhabitant of gardens where several forms have appeared. The handsomest of these is known as the Rivers Crab (*M. spectabilis Riversii*) from the English nurseryman by whom it was raised or distributed. The Parkman Crab (*M. Halliana*) owes its name to the fact that it was first cultivated outside of Japan by Francis Parkman, the historian, who received it from there in 1860. It is a small and not very vigorous tree with dark bark and bright, clear pink, semidouble flowers drooping on long, slender stalks. This is a Chinese plant now only known in gardens and long cultivated in those of Japan. It should be in a list of the four or five most beautiful Crabapples. Another handsome plant in this group is *Malus Scheideckeri* which is supposed to be a hybrid between *M. floribunda* and *M. prunifolia*. It is vigorous and fast-growing, with erect stems which form a narrow head, pink and white flowers and light yellow fruits.

Interesting species now well established at the Arboretum are *Malus zumi* from Japan, with pink and white flowers, *M. toriugo* from northern China and Japan, and *M. Sargentii* from Japan. The two last flower late, have small flowers in crowded clusters and are distinguished by the three-lobed leaves on the shoots of the year. Unlike all other Crabapples, *M. Sargentii* is a low shrub growing naturally on the borders of salt marshes.

The so-called Siberian Crabapples of pomologists are trees of much ornamental value and are well worth cultivating for the beauty of their flowers and fruits; they are fast-growing trees with straight stems and pyramidal heads, large white flowers, and brilliant, often translucent, red or yellow, long-hanging fruits. The fruit is used in preserves and jellies, and for their fruits these trees are much grown in regions too cold for the successful cultivation of the common Apple. One of the most curious Apple-trees in the collection, *M. Niedzwetzkyana*, has deep purplish red flowers and fruit, even the flesh being purple, purple leaves at least early in the season and dark bark. It comes from central Asia and is probably a form of *M. pumila*, one of the parents of the common Apple-tree, as seedlings raised in the Arboretum have sometimes purple but more often green leaves.

The Apple of the northwest coast (*M. fusca* or *rivularis*), with its distinct oblong fruits, can be seen in the group on the Forest Hills Road and with it a hybrid of this species and the common Apple, which has been named *M. Dawsoniana*. The Crabapples of eastern North America bloom later than the Old World species. They all have large, pink, fragrant flowers, and fragrant, green or yellowish fruit characterized by the sticky exudation with which it is covered. There are large plants of *M. coronaria* and *M. ioensis*, the two common eastern species, in the Forest Hills group opposite the end of the Meadow Road. There are large plants of the southern *M. angustifolia* on Hickory Path opposite the large group of Pterocaryas; and in the Peter's Hill group can be seen flowering plants of *M. glaucescens*, a species recently distinguished in western New York and now known to range along the Appalachian Mountains to North Carolina. The last of the Crabapples to flower is the double-flowered form of *M. ioensis*, known as the Bechtel Crab. This tree has double pale pink flowers which look like small clustered Roses, and attract so much attention that the ground around the trees is trodden hard every day by visitors who wish to examine them at close range. There are two trees of the Bechtel Crab opposite the end of the Meadow Road.

#### FARMER'S WEEK AT NEW BRUNSWICK, N. J.

Springfield, N. J.

January 2nd was Nurserymen's day in the Farmer's week meet held at New Brunswick, N. J., at the State college. Only a small number of the firms in the state were represented. This was undoubtedly due partially to the unfavorable weather conditions and the date of the meeting.

The meeting was promoted by the state inspectors to further co-operation and good fellowship. I might add here that it will be remembered that during the early days of the inspectors, when the State Entomologist was first on the "Warpath," of the San Jose Scale, he was considered by many as an enemy of the nurserymen, whose sole purpose was to find scale in our nurseries in order to withhold our certificate.

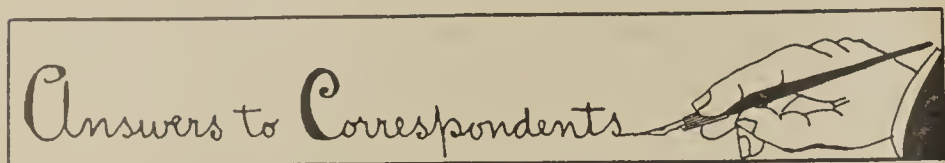
It is gratifying to note that this idea is a thing of the past. Instead we welcome the "Bug Man," as our best friend.

We have found that he is only too glad to help us in combating disease and insect pests that are so disastrous to nursery stock. Further than this, the State Entomologist and Pathologist have made it possible for the nurserymen in the state of New Jersey to get peach bud stock from the test orchards. This bud stock is from pedigreed trees absolutely free from yellows and little peach.

The meeting resulted in the appointment of a committee by the presiding chairman Prof. T. J. Headler, with the intent of forming a state board of nurserymen.

WM. FLEMER, JR.





Twigs of Northern Spy apple trees were sent to the "National Nurseryman" with a query as to the cause of the bark splitting. These were submitted to Prof. H. A. Surface, Department of Agriculture, Harrisburg, Pa., who very kindly gave the following opinion as to the cause of the trouble, which we believe will be of general interest.

In your communication you mention two samples of Northern Spy apple twigs grown in a nursery in Indiana, where they had a drop of temperature to 18 degrees about the middle of November. The writer adds that "I found every one of my Northern Spy trees in this condition, but none of the other varieties in the nursery were injured," and asks for information as to the cause and remedy.

In the first place the cuttings show longitudinal splits varying from a quarter of an inch to one inch and a half in length. In passing around a twig there may be from three to five of these splits observed. They are not confined to any one side of the branch.

There is no doubt whatever in my mind but that the injury was due to the swelling of the watery sap in the twigs at the time of freezing. These shoots were unusually vigorous, and consequently contained an immense amount of sap. When freezing this swelled to a very great extent and almost suddenly. The bark was not in condition to stretch with the interior swelling, and consequently could do nothing else than split lengthwise as shown by the specimens.

The reason that it is so manifest in the Spy is on account of the great vigor of this tree, and possibly because of some varietal character rendering it especially liable to this kind of damage. I believe that if other twigs had been as succulent with late growth, they would have split in a similar manner. At any rate the damage was evidently done as described above, and the Spy was the chief sufferer.

As to permanent injury, I can say that the two great difficulties are the liability of blight germs to enter at the place of injury, and the possibility of Woolly aphis attacking them there. Of course, the twigs will have a partial opportunity of growth before the Woolly aphis becomes active and spreads to them, but it is necessary to watch all trees, and when such pests appear apply the proper insecticides for them. It does not mean that the Aphis would not appear on trees that do not show these splits, but would be apt to attack the trees first at the injured places. The same is true of blight germs. They enter chiefly at the injured places, but may find many other places for entering the trees than where they are damaged in this manner.

The practical remedy consists in cutting off the trees when planting them, making the cutting low, or at a height of from two to two and one-half feet above the ground. This will make good low headed trees that will be more vigorous than though they were much taller, and will remove most of the later growth and softer wood

that was injured by splitting. Let the trees be sprayed with Bordeaux mixture and dilute lime-sulfur solution next spring and summer as a preventive against blight, and also cut out the blighted twigs and branches from older trees to keep down the number of germs that would otherwise be spreading the disease. I think it would be perfectly safe to plant trees showing this splitting, as I believe they will overcome it in their growth during another year, and if given a little attention no permanent injury need come from it.

## AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

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### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, Wilmer W. Hoopes, West Chester, Pa. Sec., Henry T. Moon, Morrisville, Pa.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



## POOR BELGIUM

One of our correspondents from Belgium writes: —

"How long O Lord is this situation going to last here? Our lower class people are suffering awfully. the weather is very cold, no heat because coal is too scarce and dear. The authorities of the city (because our government doesn't exist now) collect money from others to give them soup and some coal, but only just enough to prevent starvation. Everything is so dear. Very little news about the war, newspapers are mostly suppressed and those which come out say only what the Germans like, but once I bought "The Times" in Holland, it is very risky though, so we get very little news. Here on the North Sea the Germans say themselves they are going to their grave. If this situation continues two months more and no food is coming in, we must all die from hunger. We commence to see now that the war will last for a long time.

## WANT ADVERTISEMENTS

### PRACTICAL NURSERYMAN WANTED

For outside foreman, good position for right man. State experience and salary wanted. Single man preferred.

C. A. BENNETT, Robbinsville, N. J.

### WANTED

Hustling young man who has some experience as foreman in growing mostly fruit stock. Competent to take charge of a small nursery. Good opportunity for the right man. Address stating age, experience and salary expected, to Foreman, Box N., National Nurseryman.

### GENERAL LINE OF NURSERY STOCK.

Fruit Trees, Ornamental Trees and Shrubs and Small Fruits. Large assortment of Apples and Peaches at low prices. Write for Trade List.

MANEY & SAYRE, INC. WHOLESALE NURSERIES,  
GENEVA NEW YORK

### LANDSCAPE ARCHITECT, Engineer

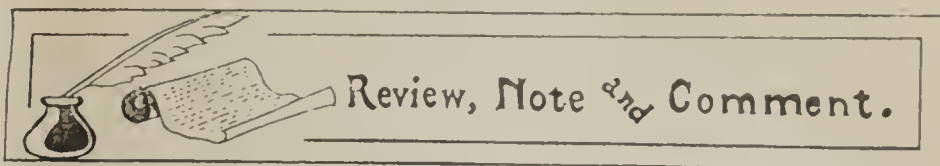
Twenty years experience in designing, constructing and managing country places, Parks, Cemeteries, etc., wishes to connect himself with large nursery for mutual interest. Answers to

"RELIABLE," Care of National Nurseryman.

### BUSINESS OPPORTUNITY

Our business is running \$25,000 per year. We need a first-class man as propagator and one who can handle men, generally caring for outside work, including packing. Could also use a first-class office manager of experience. An interest in the business will be sold to one or both such men if can come well endorsed. Terms will be made satisfactory and if engaged business can be increased.

"PROPAGATOR," care of NATIONAL NURSERYMAN.



The J. H. Hale Peach is gaining ground very fast in California and other sections of the west. Hon. Parker Earle, for seven terms president of the American Horticultural Society and associated with Dr. Rudolph Schiffman, is developing a thousand acre tract at Mentone, above Red Lands, California. As a start they are planting 14,000 June budded J. H. Hale, and 6,000 Alton, Champion and Early Elberta.

Mr. Hale is pretty generally recognized as the greatest authority on peaches and from all accounts the variety bearing his name is a wonderful fruit. He received a great ovation on the occasion of the convention of fruit growers in Los Angeles when some twelve hundred of them listened to what he said about fruit growing in the United States.

Mr. Hale has grown peaches for forty-seven years and counts his acreage in this fruit by the hundreds. On the occasion of his address before the fruit growers he spoke of the beginning of this industry when as a young man he planted a rough hillside at his home in Connecticut and proved that the peaches could be grown in other than a few special localities and gave a very interesting account of the gradual overcoming of difficulties in connection with packing, shipping and marketing.

Mr. Hale's life is an example of what can be done when brains and persistent and well directed effort are devoted to one object.

The Delaware County Orchard and Nursery co., Delaware. O., capital stock \$10,000, was organized last April. Composed of 100 Delaware county citizens including bankers, merchants, lawyers, business men and farmers. The company planted 7½ acres consisting of general nursery stock last spring, and has just purchased 20 acres adjoining the corporation of the city of Delaware. Greenhouses will be erected in the near future. J. C. Vergon is president and C. O. Allen, secretary of the company.

In letter recently received from Union Nurseries, Oudenbosch, Holland, they say they are stabling 65 horses of the Holland cavalry in their packing sheds, also 10 large Red Cross cars. While Holland remains neutral, Oudenbosch is close to the Belgian frontier which is strongly guarded against invasion. Our Holland friends expect to have their packing sheds free for the spring season, when their export shipments are large.

The conservation commission of New York has planted on state land 1,000,000 trees from state nurseries; has given to state institutions for planting nearly 1,000,000; and has furnished to private owners for reforestation, more than 2,500,000. There are now in the state nurseries nearly 33,000,000 trees, of which 10,000,000 are available for 1915 planting.

The Wills Valley Nursery Company, Jefferson county, Ala., has increased its capital stock \$110,000.



The Spring Hill nurseries, Peter Bohlender & Son, at Tiptecanoe City, Ohio, are filling orders for 20,000 fruit trees from the Mexican government. The orders were received by telegraph. The trees will replace trees destroyed by the internal disturbances that have agitated Mexico for years.

Alvia G. Gray, Salem, Indiana, is specializing on his new peach, "The Golden Gem."

#### PRESERVATIVE ON HUNTSVILLE CAR.

Car weighed as follows:

Gross 68,300

Tare 44,000

Net 24,300

Allowance for preservative . . . . . 6,140

Final Net . . . . . 18,160

Preservative allowance of 6,140 figured at  $57\frac{1}{2}c$  the rate from Huntsville to Neosho would net a saving of \$35.31—and still they say, Sizemore included, there is nothing to our preservative allowance—looks to me like it is worth while.

C. E. BUEHNER.

#### HOW TO EXAMINE SOIL.

An experienced plantsman can almost tell by the look and feel of soil if it is in good condition and suitable for his purpose. He knows the requirements of the different plants and tries to give them what they need, as he knows this has an important bearing on results.

Many nurserymen would have located their nurseries differently if they had had the knowledge gained by costly experience at the time they started in business. A sandy or gravelly soil takes all the profit purchasing manure and applying water. Soils that are too heavy and wet cost so much to bring them into a good tilth and have to be handled very carefully to keep them there. A nurseryman cannot always choose time and weather to work his land, he has to get on the land be it wet or dry, as the season or his customers will not wait for him. A soil that will bake like a brick may be a good soil for growing crops when they become established but it is a poor nursery soil.

The ideal soil is a good depth of free loam resting on a subsoil of sand or gravel, such a soil will hold moisture and plant food and yet be well drained. It will not dry out in summer or be too cold and wet in winter.

To gain an idea of the physical condition of the soil a cubic foot should be taken and weighed, this multiplied by 43,560 will give the weight per acre, then if a small portion is taken say 16 ounces and thoroughly dried out and weighed again it will be an easy matter to compute the moisture held in suspension per acre.

If the sample is then thoroughly baked over a fire until all organic matter is burnt out some idea of the humus content will be arrived at. Then by passing through a sieve and weighing the small stones and gravel if any, it will give the proportion.

The finer soil should be mixed with water in a glass vessel and thoroughly stirred up, the fine clayey particles will be suspended in the water, making it muddy, leaving the sand and grit at the bottom. Pour this off and allow it to settle, when the water may be poured off and the residue dried and weighed, thus giving the proportion of gravel, humus, clay and sand.

## M. KOSTER & SONS

Boskoop's Largest Nurseries

## BOSKOOP, HOLLAND

### Canada Unleached Hardwood Ashes

The best, cheapest and most lasting fertilizer in the world. For prices delivered at your station, write

GEORGE L. MUNROE,

Oswego, N. Y.

### AT YOUR SERVICE TILL APRIL 15th.

Our Mr. Henry Kallen has again arrived in order to make his annual call on the trade. Army service compels him to call earlier than usual. Kindly address all correspondence care of MALTUS & WARE, 14 Stone, New York. We solicit your further confidence and orders.

KALLEN & LUNNEMANN, Boskoop, Holland

"We have for sale this season 15,000 strong, healthy budded and grafted pecan trees, well developed roots; Stuart variety. Special wholesale prices."

LOUISIANA DELTA PECAN CO.

R. C. Andrews, Sec'y-Treasurer

MARSHALL, TEXAS.

### BLACK CURRANTS

A quantity of Black Naples Currant and currant cuttings one and two years.

W. B. COLE, - Painesville, Ohio

60,000 Butternuts 1 to 4 feet

100,000 Russian Mulberry 1 to 3 feet

50,000 Catalpa Speciosa 1 to 3 feet

Forest, Ornamental and Shade Trees Shrubs, Seeds, Etc.

Low Prices

RIVERVIEW NURSERY,

McMinnville

Tenn.

LET ME QUOTE YOU ON

TREE AND SHRUB SEED

CONIFER AND ACORNS

A SPECIALTY

J. F. Von Hafften, Consulting Forester

Winfield Junction, L. I., N. Y.

### APPLE SEED!

Fresh Vermont Apple Seed for Immediate Shipment.

FRED McFARLAND,

HYDE PARK

VERMONT

### One and 2-Year Old Concord Grapes

Extra Fine, cheap by the 1000.

California Privet and Berberry for Hedging.

Ampelopsis Veitchi, 2 years, cheap in quantity. St. Regis Raspberry and all other Small Fruits, Etc. Send for Price List.

CHAS. BLACK,

HIGHTSTOWN, N. J.

### Hardy Ferns

### 7 named varieties

Illustrated descriptive list mailed free.

Ludvig Mosbæk,

Ferndale,

Askov, Minn.



**Surplus Stock X X X Quality**

40,000 Norway Spruce in perfect condition, 15-18 in., 18-24 in., 2-3 ft.  
25,000 Hardy Phlox, 50 best named kinds.  
5,000 Specimen Am. Arbor Vitea, 4-5 ft. sheared and root pruned stock. If in need of this quality ask for prices.

**ADOLF MÜLLER**

DeKALB NURSERIES

18 miles West of Philadelphia

Norristown, Pa.

4 kinds of railways

**30,000 One Year Peach**

To offer Spring 1915 in good assortment, these are extra fine trees, 7-16 and up, mostly in heavier grades, nice straight and smooth, good height and well branched. Special prices in carload lots.

**EASTERLY NURSERY CO.**  
CLEVELAND, TENN.

**SAFETY—FIRST**

order your

Azaleas, Boxwood, Evergreens, Rhododendrons, Maples, Roses, etc., etc., from

**H. Den Ouden & Son**

"The Old Farm Nurseries" Boskoop, Holland

**Peach Trees  
and Strawberry Plants**

all leading market sorts for Spring, 1915.

MYERS &amp; SON, - Bridgeville, Del.

**BLACK BERRY**

Root Cuttings and Plants at one-third to one-half usual prices. No. 1 stock. All varieties. Also fine lot Ben Davis Apple trees, two-year-olds, at your own price. We need Early Richmond and Montmorency Cherry, Elberta Peach and Plum trees. Exchange preferred.

**GRAY'S NURSERIES**

SALEM, IND.

Dept. W.

**Asparagus Roots**

Large, heavy crowns with numerous buds; roots long, plump and vigorous. Our 1 yr. plants are as large as average size 2 yr. plants, owing to our exceptional soil and long growing season large enough to satisfy customers who want big 2 yr. plants. U. S. Dept. Agr., Farmers' Bulletin No. 61, says: "1 yr. crowns to be preferred. Has been proved produce larger and more valuable crops than either 2 or 3 year olds."

Conover Colossal Asparagus 1 yr. old roots \$2.75 per M.

**Strawberry Plants**

Ozark Mountain grown. Our Stark City soil produces wonderful roots, heavy, long, spreading. Over seven million strawberry plants; 30 best varieties.

**1 and 2 Year Apple, Etc.**

Send for list of varieties and prices on all fruit trees, berry bushes, roses, ornamentals, Perfection Currant, Oregon Champion Gooseberry, Etc. Extra quality, Stark City grown. Samples on request.

**WM. P. STARK NURSERIES,**

NEOSHO

MISSOURI

**SELECTION OF LAWN TREES.**

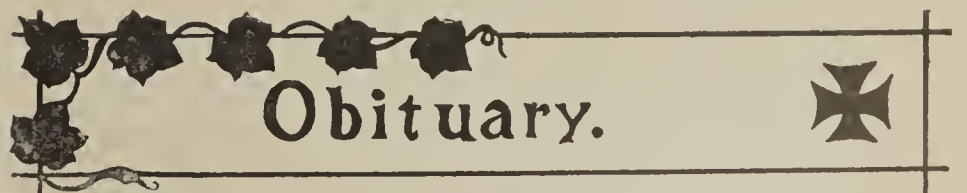
The misuse of trees or rather the wrong selection for lawn is so common as to be almost a tragedy. Everywhere you go the same results are to be seen. Beautiful houses being built, showing the best efforts of architectural art and builder's skill, but there it stops and very often the grounds are planted so carelessly as to completely spoil the appearance instead of being in harmony and forming a suitable setting for the building.

Just who is to blame is a little uncertain, but the nurseryman certainly is not entirely exempt, especially in those small places where they do not employ a competent landscape gardener and go to the nurseryman for a shade tree for the lawn.

Too often the customer's knowledge of trees is limited to the maple and poplar. While these trees are good enough in their place, in the front of a house on a small lawn is no place for them. It is true they grow quickly but in fifteen or twenty years what happens, flowers, lawn and everything is sacrificed to them and instead of being decorative and subordinate the building they dominate and spoil everything.

If it were a question of these trees or none there would be some excuse but there are so many choice trees to choose from that will give shade without interfering with a free circulation of air, be complementary to the building, enhancing its beauty, keeping in proper proportion to its surroundings, without spoiling the lawn and making the house look gloomy.

People should be encouraged to plant choicer and more appropriate kinds for small yards, such as *Ulmus parvifolia*, Chinese Elm; *Sophora Japonica*, Chinese Pagoda Tree; *Salisburia adiantifolia*, Maidenhair tree; *Cercidiphyllum Japonicum*; *Betula alba*, European White Birch; *Betula laciniata pendula*, Cut-leaf Weeping Birch; *Acer campestre*, English Cork Maple; *Styrax Japonica*, Japanese Storax; *Quercus palustris*, Pin Oak; *Acer polymorphum*, Japanese Maple; *Acer polymorphum atropurpureum*, Blood-leaved Japanese Maple; *Magnolia conspicua*, Chinese Flowering Magnolia; *Liquidambar styraciflua*, Sweet Gum.



We have just learned that Mr. Leigh Overman, proprietor of the Overman's Nursery, Spokane, Washington, died September 3rd, at Rochester, Minnesota.

He attended the National convention in July and then returned to Spokane for a short business trip, after which he left for the hospital. He had been in the nursery business in Spokane for the past six years, and was well known among nurserymen in the northwest, being an enthusiastic member of the Pacific Coast Association. His uncles, Nathan and Cyrus Overman established the old Mound Nurseries, at Fairview, Illinois, in the early forties, and Cyrus Overman afterwards became president of the Illinois State Horticultural Society.

Mr. Overman's business will be continued by his manager, R. Diehl, assisted by his former help.



TO AN APPLE

Thou gorgeous globe of luscious happiness!  
Within thy spheric confines thou dost hold  
More riches than the fabled fruit of gold  
That Hercules secured through bitter stress.  
Beneath thy rind, deep-hued, thou dost compress  
Matured perfections, sweet and manifold  
For Spring, and Summer, and the Autumn's cold  
Have all conspired to give thee mellowness.

The breath of June, the scent of new-mown hay,  
The dews of night, the tints of breaking morn,  
The hum of bees among the blooms of May,  
The West Wind's music 'mongst the tasseled corn—  
As to thy core I make my juicy way  
These joys I find, and taste of bliss reborn.  
ALBERT L. SMALLER.

The Southern Fruit Grower says: "We Americans who may be complaining about dull business should be thankful that we are not mixed up in this great conflict, and be thankful too that we are enjoying peace if not prosperity. It is far more desirable to live economically than to be compelled to go out and be a target to be shot at. But we sometimes wonder what becomes of the hundreds of unemployed and on what do they subsist during dull times. Look at growing crops, the wild grasses and the trees in the forest for the answer. What do they do for moisture in an extreme drouth? The leaves close their pores, which reduces evaporation of moisture to a minimum; they become inconspicuous, look rather ragged, but when the rains finally come a few days and they have their normal appearance. So it is with humanity. In times of depression, when incomes are reduced to a fraction, or eliminated entirely, the man finds many things he has regarded as necessities of life become luxuries, and these are eliminated. All other expenses are reduced to a minimum, and when good times reappear within a few months or years, like plants and trees, he is living in the normal customs of life.

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ARTICLES	NOVEMBER —				ELEVEN MONTHS ENDING NOVEMBER—					
	1913		1914		1912		1913		1914	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut.....	24,834	311,491	14,972	203,677	286,618	1,727,505	197,132	1,868,088	219,149	2,060,838
		58		100		13,158		14,042		12,757
All other.....{ free.....						1,181,339		1,316,050		1,299,798
.....{ dut.....		176,852		153,846						
Total.....		488,401		357,623		2,922,002		3,198,180		3,373,393



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Grimes Golden	500	500
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Hubbardston	250	90
500 Jonathan	500	
700 Spy, Northern	500	500
1500 Stark	1500	1500
Wagner	350	500

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500 Jonathan 340 Grimes Golden 145 Baldwin 100 N. Spy  
60 Wagner 30 in. up.

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TWO YEARS, 2 TO 3 FEET

TWO YEARS, 3 TO 4 FEET  
TWO YEARS, 4 TO 5 FEET  
THREE YEARS, 3 TO 4 FEET  
THREE YEARS, 4 TO 5 FEET

All are well branched, bright and clean. The two and three year grades have been cut back one or more times. Very attractive prices—especially in car lots. Correspondence Solicited.

**J. T. LOVETT, Monmouth Nursery, LITTLE SILVER, N. J.**

FORTY-EIGHTH YEAR

## T. S. HUBBARD GO.

FREDONIA, N. Y.

The longest established and best known growers of

### Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
Brighton	Eaton	Pocklington
Campbell's Early	Green Mountain	Salem
Concord	Lutie	Woodruff Red
Delaware	Moore's Early	Worden

and all other old and new varieties which we think worthy of general cultivation

### CURRANTS

Black Champion	Lee's Prolific	Versailles
Black Naples	North Star	Victoria
Cherry	Pomona	White Dutch
Fay's Prolific	Red Dutch	White Grape

and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

### GOOSEBERRIES

A fine stock of leading varieties. One and two years.

### BLACKBERRIES

The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.

## Willis Nurseries

OFFER A GENERAL ASSORTMENT  
OF NURSERY STOCK

Apple, Peach

Pear, Plum

Silver Maple Shade Trees

Forest Tree Seedlings

Apple Seedlings

## A. Willis & Co.

### OTTAWA, KANSAS

LET US PRICE YOUR WANT LIST

120 Acres  
Sandy soil

## CHARLES VAN GINNEKEN & SON

### ROYAL NURSERIES

25 Million  
Seedlings

ZUNDERT (Holland)

Established 1882

We are growers of: Pinus, Abies, Thuya, Spruces, Chamaecyparis, Ash, Alder, Birch, Beech, Hornbeam, Oak, Norway Maples, etc., etc.

SOLE AGENT, JAC. DEN OUDEN, BOSKOOP, HOLLAND



Please address all correspondence to our Sole Agent

WRITE FOR WHOLESALE PRICE LIST



# OUR IMPORTS

are now arriving and opening up in fine shape. We offer a splendid line of

Roses	Mahaleb
Clematis	Mazzard
Hydrangea	Myrobolan
Tree Roses	Quince
Rhododendrons	Rose Stocks
Ampelopsis	Pear Seedlings
Tree Hydrangea	Apple Seedlings
Koster's Grafted Spruce	Lining-out-stock

We also have a full assortment of General Nursery Stock, American-grown Apple Seedlings, French, Japan and Kieffer Pear Seedlings, Peach Seedlings and Grafts, both pear and apple in nearly all varieties.

"NO MATTER WHAT YOU WANT, SEND US YOUR LIST FOR PRICES. IT WILL PAY YOU."

## Shenandoah Nurseries

D. S. LAKE, Pres.

SHENANDOAH

IOWA.

You Can Save Time And Money

If you use our neatly packed

## SHEET NURSERY BURLAP

Put up in Bales

In various size sheets ranging in sizes from 24x24 to 40x40 inches.

Write for Particulars

## Sarachan & Rosenthal

64-66 Hanover Street

ROCHESTER, - NEW YORK

## F. DELAUNAY

The Nurseries

Angers, (France)

Specialties

Fruit Tree Stocks as: Apple, Angers Quince, Mazzard Cherry, Mahaleb Myrobolana, Pears, manetti, Multiflora roses in great quantities.

Forest Tree Seedlings and transplanted Evergreens, Ornamental Shrubs, Roses in rich collections.

Catalogue free on application—Shipments will be made as usual.

Sole agent C. H. Weber,

The Nurseries,

Greenfield, Ind.

We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade list ready.

## The Willadean Nurseries

Sparta, Ky.

## Silver Leaf Nurseries

ROSE HILL, VA.

OUR SPECIALTY For SPRING 1915

*Peach, one year old*

All grades. Heavy on 9-16 and 7-16

Good assortment in car lots or smaller amounts

A general line of other stock including Japan plums

Irish Juniper 6 to 8 feet

Globosa Arbor Vitae 3 feet up

Will be pleased to quote prices on list of your wants

C. C. DAVIS



# Bobbink & Atkins

Nurserymen and Florists

RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants, **INSPECT**  
Conifers, Shade and Ornamental Trees **INVITED**

ASK FOR WHOLESALE CATALOGUE

Place your orders now for

**EVERGREEN**

## Seedlings and Transplants

Choice stock for lining out and commercial planting.

Write for our catalogue and save money.

**The North-Eastern Forestry Co.**

Cheshire, Conn.



## SCARFF'S NURSERY

Headquarters for  
Small Fruit Plants

1200 Acres "At it 25 Years"

Strawberries  
Raspberries  
Blackberries  
Dewberries

Currants  
Gooseberries  
Grape Vines  
Privet

Rhubarb  
Asparagus  
Horseradish  
Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

**W. N. SCARFF**

New Carlisle,

Ohio

## HEADQUARTERS

....FOR....

### Oregon Champion Gooseberry and Perfection Currant

Attractive prices made now for Advance Orders

—also—

A very complete line of general Nursery Stock, including a choice assortment of one year Budded, and two year Apple and Pear.

Correspondence solicited.

**Portland Wholesale Nursery Co.**

301-302 Stock Exchange Bldg., Portland, Oregon

## Keene Forestry Association

Keene

N. H.

Forest Tree Nurseries

Conifers only

Seedlings and Transplants

**MILLIONS OF WHITE PINE, RED PINE**

and **NORWAY SPRUCE**

Write us for price list

## WICK HATHAWAY

Dept. 3.

Madison, Ohio.

Offers the Trade for Spring 1915

Eldorado, Blowers, Mersereau, Lucistia Dewberry and other Blackberry R. C. Plants. St. Regis, Herbert, Perfection, Ruby, London, Marlboro, Eaton, Miller, and Cuthbert (Red). and Golden Queen (Yellow)—also Royal Purple Cumberland, Haymaker and Shaffer's Colossal, (Purple,) Cumberland, Gregg, Kansas and Plum Farmer, (Black.) Raspberry plants—Canes, Tips and Transplants, grown on contracts—also Strawberry plants of leading variety, including best Fall Bearing sorts—Finer rooted plants never grew than are grown at "Fertile Acres Farms," Send for prices and TRY HATHAWAY FIRST.



## The Commercial Nursery Co.

WINCHESTER, - - - - - TENN.

We offer Peach Trees, Apple and Plum Trees, good assortment. Send us your want list and let us quote you prices on what you need. We can ship by the Car Load. Leading varieties of Pecans grown at our Florida Branch.

## FRUIT TREES

**R O S E S**

**MANETTI STOCKS**

in heavy quantities

Please write direct as we have no agents.

*Catalogue free on application*

**S. SPOONER & SONS,**

The Nurseries,  
Est. 1820

Hounslow,  
England

## Northern Grown Nursery Stock

*We Grow a General Assortment of Trees, Shrubs, Vines, Roses and Herbaceous Perennials, Etc.*

Prices Reasonable. Wholesale Trade List for the Asking.

**The Bay State Nurseries, North Abington, Mass.**

When writing to Advertisers please mention The National Nurseryman.



# ORNAMENTAL STOCKS

**NURSERIES**  
**420 ACRES**

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

16 Route d'Olivet

**TRANSON BROS. & D. DAUVESSE'S NURSERIES,**  
**BARBIER & CO., Successors**

Orleans, France

*Packed with Information That Has Not Before Been Published.*

## Commercial Gardening

IN FOUR BEAUTIFUL, ILLUSTRATED VOLUMES

By JOHN WEATHERS and 20 other experts

It is invaluable to every grower, who will find it helpful. The language is untechnical, straightforward and practical.

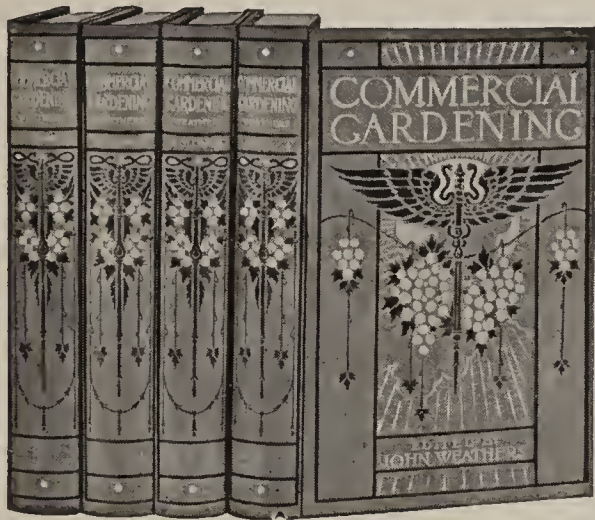
The illustrations are profuse and produced with that thoroughness and beauty for which British books are famous. Two composite cardboard models of the cabbage and potato in natural colors are presented to each subscriber.

The complete set of four volumes will be sent to you for only \$1.00 down and \$2.00 a month for seven months or until \$15 is paid.

Further particulars on request.

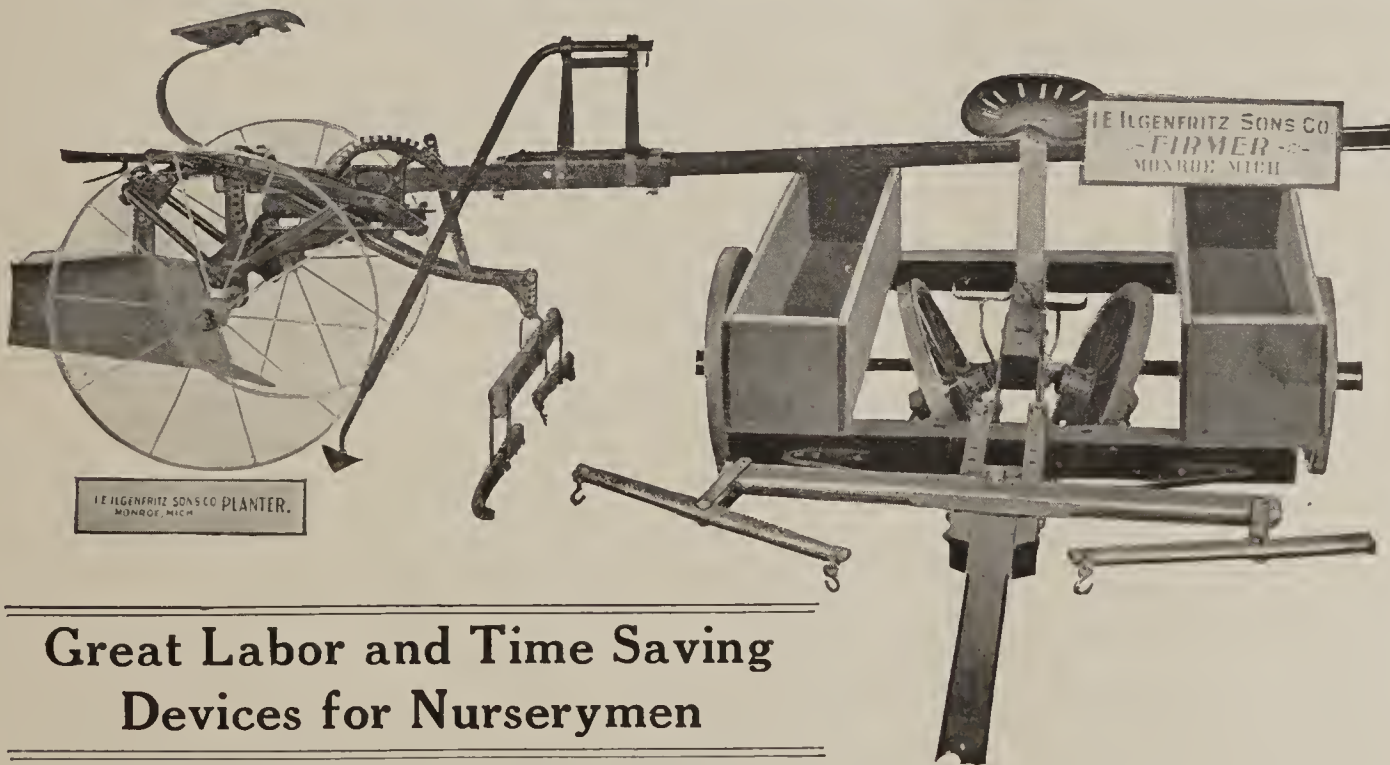
**The National Nurseryman,**

**Rochester, N. Y.**



**I. E. ILGENFRITZ' SONS CO.**

## PLANTER AND FIRMER



**Great Labor and Time Saving  
Devices for Nurserymen**

Write for descriptive circular with testimonials from leading nurserymen of 17 states of the Union.

If they can't get along without them can you?

**TAKE THIS MATTER UP AT ONCE.** Have machines for spring planting.

**BETTER  
AND MORE  
UNIFORM  
STANDS  
OF STOCKS  
GRAFTS  
CUTTINGS  
ETC.  
At Less Cost**

**I. E. ILGENFRITZ' SONS CO.**  
**The Monroe Nursery, Monroe, Mich.**

When writing to Advertisers please mention The National Nurseryman.





# AN OPINION OF VALUE

An expert horticulturist visited our nurseries early in December, 1914. After going over the whole place and examining the various blocks of trees, he told Mr. Harrison that he had never seen a finer lot of trees than he saw here at Berlin.

We are not "chesty" over these kind words, for we are used to them. Moreover, the statement proves that the visitor knew good trees; and we congratulate him on his wisdom.

Seriously, now, the trees we have grown for this year's trade are above the average. They were budded from bearing trees; they were cultivated a little oftener than seemed necessary; they were sprayed as required; we know they are superior trees in many respects.

## HOW MANY OF THESE TREES DO YOU WANT THIS SPRING

### PEACHES, One-Year, Budded.

	6-7 ft.	5-6 ft.	4-5 ft.	3-4 ft.
Belle of Georgia	5000	20000	20000	3000
Beers' Smock	500	2000	2000	500
Carman	500	6000	9000	3000
Chairs' Choice			2000	2000
Champion	500	5000	15000	2000
Crawford Early	2000	5000	9000	3000
Crawford Late	2000	12000	26000	3000
Edgemont Beauty	200	1000	1000	1000
Elberta	1000	20000	20000	3000
Engle's Mammoth	200	1000	1000	1000
Geary's Hold On	1000	2000	1000	1000
Greensboro	500	4000	15000	9000
Hiley Early Belle	500	2000	5000	2000
Kalamazoo	200	1000	1000	1000
Mamie Ross	1000	3000	10000	2000
Mayflower	200	2000	2000	1000
Moore's Favorite	200	1000	2000	1000
Mt. Rose	100	500	2500	1000
New Prolific	100	1000	1000	900
Niagara	100	1000	1000	900
Old Mixon Free	500	1000	4000	1000
Ray	5000	12000	9000	3000
Reeves' Favorite	300	1000	1000	500
Salway	200	2000	2000	1000
Slappey	300	1000	5000	1000
Stump	1000	3000	3000	1000
Wonderful	300	2500	1500	1000
Yellow St. John	200	600	2000	1000

### APPLES, Two-Year, Budded.

	1 1/4 in.	1 in.	6-7 ft.	5-6 ft.
Baldwin	1000	5000	25000	5000
Ben Davis	200	500	500	500
Dominie		100	100	
Fallawater	50	50	150	50
Gano	200	500	500	500
Gravenstein		100	500	200
Jonathan			1000	500
King	100	100	500	100
M. B. Twig	1000	3000	20000	3000
McIntosh	1000	2000	5000	2000
Mo. Pippin	50	50	200	
Myrick	50	50	200	
Nero	1000	2000	3000	1000
Opalescent	100	100	200	
P. W. Sweet		100	500	
R. I. Greening		100	200	

### APPLES 2-YR. BUDDED.

Red Astrachan	300	300	1000	300
Rome Beauty	500	500	2000	1000
Smith's Cider	100	100	500	50
Spitzenburg		300	1000	200
Stark	2000	3000	10000	1000
Stayman's	2000	5000	30000	3000
Strawb. (Chenango)		100	600	100
Sweet Bough		100	400	100
Winesap	1000	3000	20000	3000
Wolf River	1000	3000	5000	2000
Yellow Belleflower			100	50
York Imperial	1000	1000	5000	2000

### APPLES, One-Year, Budded

200 A. G. Russett	45,000 McIntosh
500 Albemarle Pippin	1,000 Nero
1000 Alexander	6,000 Northern Spy
5000 Baldwin	650 P. W. Sweet
500 Bonum	600 Rambo
1000 Ben Davis	350 R. I. Greening
400 Bismarck	2,000 Red Astrachan
300 C. R. June	870 Rome Beauty
1000 Delicious	250 Smokehouse
370 Early Harvest	2,600 Spitzenburg
1000 Fallawater	6,000 Stark
1000 Fameuse	50,000 Stayman
500 Fourth of July	200 Strawberry Chenango
1000 Gano	4,000 Summer Rambo
800 Golden Sweet	250 Sweet Bough
2000 Gravenstein	500 Talman's Sweet
1000 Grimes Golden	1,900 Wagner
1400 Hubbardston	2,000 Wealthy
1000 Jonathan	7,200 Winesap
2,400 King	9,300 Winter Banana
2,500 Lowry	2,600 Wolf River
2,200 Maiden's Blush	6,200 York Imperial
51,000 M. B. Twig	

### KIEFFER PEARS, Two-Year, Budded.

	1 in.	6-7 ft.	5-6 ft.	4-5 ft.
3-year	3000	3000		
2-year	5000	15000	5000	5000
1-year		1000	5000	5000

### CRAB APPLES

	1 1/4 in.	1 in.	6-7 ft.	5-6 ft.
Golden Beauty	50	50	50	
Martha		50	50	
Transcendent	50	100	100	

Wire us if you are in a hurry. Write if you have time—but don't forget that we are ready to serve you at any hour.

**Harrison's Nurseries**  
J. G. HARRISON & SONS PROPRIETORS  
BERLIN MARYLAND

Designed and written by The McFarland Publicity Service, Harrisburg, Pa.  
Press of Robinson Publishing Company, Hatboro, Pa.





# THE NATIONAL NURSERYMAN



MARCH 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MUNROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

### Choice Nursery Stock

## CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write  
us for prices.

**I. E. Ilgenfritz' Sons Co.**  
MONROE, MICH.

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—We call special attention to the  
finest lot of Apple on the market. OVER 100  
VARIETIES.

BLACKBERRIES—Large stock root cutting plants.  
GOOSEBERRIES, CURRANTS, RASPBERRIES,

ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

APPLE and PEAR GRAFTS, Machine wrapped,  
quality guaranteed.

FRUIT TREE STOCKS—Apple, French and Japan  
Pear, Mahaleb and Mazzard Cherry, Myrobolan  
Plum.

ASK FOR SPRING TRADE LIST.

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

“PLUM SPECIALISTS”

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

## No. 5 Bulletin, Out About March 15th.

The Gentleman buyer who does not read this  
Bulletin, loses an opportunity.

**C. R. BURR & CO.,**  
MANCHESTER, CONN.



# :-: AVENUE NURSERIES :-:

With this issue of *The National Nurseryman* you will be in the midst of spring trade. Many things you will want to locate quickly. We are listing below as many items as space will permit.

**PEACHES**—Did you ever buy peach trees with forked tops, coarse roots and unevenly graded—just enough to make you regret the purchase? None of these defects appear in our trees. Our blocks have had no set-backs and all sizes are perfect trees. They are graded too, just a little better than necessary.

**CURRENTS**—Two or three years ago black currants were selling at a premium. We planted out more cuttings and have more plants than we need. You can profit by our mistake in our reduced price.

**GRAPE VINES**—Last fall we dug a very fine block of two year Concords, well rooted and with long tops. We are offering them at last fall's prices in spite of the advance.

DWARF APPLES, 2 years, 5/8 inch.				
100 Delicious	250 Jas. Greave			
150 King David	150 Wealthy			
STANDARD PEARS				
	11-16 in.	5/8 in.	1/2 in.	
Anjou	100	200	200	
Bartlett	2000	2000	2000	
Clarigeau	100	100	75	
Clapp's Favorite	400	400	300	
Flemish Beauty	200	150	60	
Howell	100	50	30	
Kieffer	1000	1000	500	
Seckel	100	200	300	
DWARF PEARS				
Duchess	1000	300	200	
PLUMS, 2 years, 3/4 inch				
500 Fellenburg	200 Reine Claude			
PEACHES				
	11-16 in.	9-16 in.	7-16 in.	5-16 in.
Ad. Dewey	300	400	500	200
Beers Smock	200	3000	5000	8000
Capt. Ede			200	100
Carmen	200	500	1000	1000
Chairs Choice	100	300	300	200
Champion	100	300	500	900
Crawfords E.			800	200
Crawfords L.			1000	100
Crosby	100	300	800	500
Elberta	2000	8000	12000	20000
Fitzgerald			200	500
Frances	100	200	200	100
Gold Drop	200	200	400	200
Ingles Man.	100	400	600	500
Kalamazoo			300	500
Mayflower	200	300	200	
Matthews Bty.		200	600	400
Marshall	100	200	500	400
New Prolific		300	800	1400
Niagara	100	200	1000	1500
Old Mixon	200	400	500	
Reeves Fav.	100	200	100	
Salway	600	1500		1300
Smock Free	200	700	1000	1000
Stearns	800	2000	1000	1100
Stump	100	200	400	100
Slappey		400	700	400
Wheeler's L.	100	200	400	200
Yel. St. John	100	600	1000	1300
CURRENTS				
	2 yr. Ex.	2 yr. 1	2 yr. 2	
Black Champion	500		2000	
Black Naples	1000	10000	5000	
Fays Prolific		1000	3000	

**AMERICAN ELMS**—Our 8 to 10 and 10 to 12 feet grades are from a block root pruned three years ago. They have a heavy root system, good bodies and tops.

**MAPLES**—We have seen nothing to equal our Sugar Maple block. Trees are growing 3 1/2 feet apart each way, with straight bodies and well developed tops, suitable for street planting.

**VULGARIS PRIVET**—Often called English or European. They are as good as any and we are offering them at one-half the price of other hardy Privets.

**ROSES**—Strong budded plants, cellared and heeled in sand. Will deliver in perfect condition.

**SHRUBS**—Long in Altheas, Barberry, Deutzias, Forsythias, Philadelphus and Symphoricarpus.

**PERENNIALS**—A good assortment.

GRAPE VINES			
	2 yr. 1	2 yr. 2	2 yr. 3
Agawam	1000	500	500
Brighton		1500	2500
Catawba	2000	2000	6000
Concord	30000	5000	6000
Champion	1000	200	
Delaware		1000	2000
Elvira	500	500	400
Lindley	600	600	600
Moore's E.	6000	6000	6000
Niagara	3000	15000	13000
Salem	400	500	600
Vergennes	600	200	
Wyoming Red	1000	700	700

BLACKBERRIES	
No. 1 Root Cutting Plants	
10000 Erie	10000 Mersereau

BLACKBERRIES	
No. 2 Root Cutting Plants	
20000 Erie	20000 Mersereau

ORNAMENTAL TREES	
1000 Catalpa Bungei, 1 yr. head, 6-8 feet.	
1000 American Elm, 8 to 10 feet.	
3000 American Elm, 10 to 12 feet.	
1000 Sugar Maple, 1 3/4 to 2 inches.	
1000 Sugar Maple 2 to 2 1/2 inches.	
500 Sugar Maple, 2 1/2 to 3 inches.	
3000 European Sycamore, 6 to 8 feet.	
4000 European Sycamore, 8 to 10 feet.	

ROSES	
200 Diesbach	200 Hugh Dickson
100 Baron Rothschild	300 John Cranston Moss
200 Balt. Belle	1500 Mad. Gabriel Luzet
100 Blue Rambler	500 Magna Charta
100 Clio	100 M. P. Wilder
100 Crested Moss	500 Margaret Dickson
2000 Crimson Rambler	1000 Paul Neyron
200 Druschki	300 Persian Yellow
200 Dorothy Perkins	100 Prairie Queen
200 Eugene Furst	500 Tom Wood
500 Flower of Fairfield	100 White Moss
300 Gen. Jack	200 White Rambler

HEDGE PLANTS	
15000 Cal. Privet, 2 years, 15-18 inches.	
10000 Cal. Privet, 2 years, 18-24 inches.	
7000 Vulgaris Privet, 2 years, 12-15 inches.	
6000 Vulgaris Privet, 2 years, 18-24 inches.	
3000 Vulgaris Privet, 2 years, 2-3 feet.	

**W. B. COLE,**

**Painesville, Ohio.**



## NURSERYMEN AND FLORISTS

looking for stock can find largest assortment in United States at the

# PAINESVILLE NURSERIES



WISTARIA

### A Few Specials While They Last

Standard Pears in assortment, Duchess Dwarf Pears, Bourgeat Quince, Prunus Pissardi and Triloba, Cuthbert and other Raspberries, Concord and other Grapes.

### Our Specialties Are

Roses, H. P. Moss, Ramblers, Climbers, etc., Peaches, Pears, Plums, Cherries, Ornamental Trees and Shrubs in car lots, Weeping Mulberries, Elm, Ash, Clematis, Ampelopsis, Pæonies, Hydrangeas, Bush and Tree Perennial Plants.

# THE STORRS & HARRISON CO.

No trouble to price your list of wants

PAINESVILLE, OHIO

50 Years 1200 Acres 44 Greenhouses



When writing to Advertisers please mention The National Nurseryman.



# Special Many Fine Blocks White Pine SALE of Double - Transplanted Trees Root - Pruned, American

Several Grades - 1 to 4 feet.

HARDY, BUSHY, VIGOROUS, NORTHERN-GROWN WITH STRONG ROOT SYSTEMS & GOOD TOPS

*This Magazine does not print prices,  
So send for these  
VERY LOW PRICES AT ONCE  
Also for our Spring Price List of  
Ornamental, Shade and Forest Trees.*



MILLIONS OF TREES  
Little Tree Farms of America  
"THE NURSERY FOR NURSESYMEN"  
**AMERICAN FORESTRY CO.,**  
Dept. 2, 15 Beacon St., BOSTON, MASS.

## Silver Leaf Nurseries ROSE HILL, VA.

**OUR SPECIALTY For SPRING 1915**  
*Peach, one year old*

All grades. Heavy on 9-16 and 7-16  
Good assortment in car lots or smaller amounts  
A general line of other stock including Japan plums  
Irish Juniper 6 to 8 feet  
Globosa Arbor Vitae 3 feet up

Will be pleased to quote prices on list of your wants

**C. C. DAVIS**

## Cheap but Good.

We are long on Nursery Stock and short on Cash,

A condition devoutly to be wished by the other fellow. It will be a pleasure for you and for us to price your wants.

Extra Special Values in English Privet, Pyrus Japonica, Ampelopsis Vir. and Eng., Maple, Poplar, Elm, Birch, Mountain Ash, Horse Chestnut and Weeping Birch. Large general line at greatly reduced prices. Stock Must Be Turned And We Know How.

Let us hear from you now in time for an early selection.

**DOMINION NURSERY & ORCHARDS CO.,**

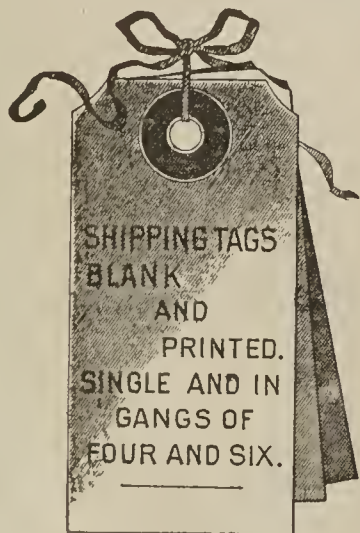
VANCOUVER

B. C.

Have you seen and examined the quality and finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

**The Denney Tag Co.**  
West Chester, Pennsylvania

## SPECIAL NOTICE

We have a large surplus of 2-year Apple Trees. An ideal lot in every way. They are very thrifty in growth, smooth, nice bodys, and well proportioned. Good assortment of leading kind for Commercial orchards, North and South. Our grades will run  $\frac{5}{8}$  to  $\frac{3}{4}$ ,  $\frac{3}{4}$  up,  $\frac{1}{2}$  to  $\frac{5}{8}$  if wanted.

Peach Trees in carload lots if wanted. Peaches 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. Trees will caliper well to height, trees have good form, no bushy trees in them or ill shaped trees. Apricot and Plum.

California and Amoor River Privet in large quantities. Special prices will be made on carload lots.

**Marble City Nursery Co.**

KNOXVILLE

TENN.



# Roses, Clematis, Tree Hydrangeas.

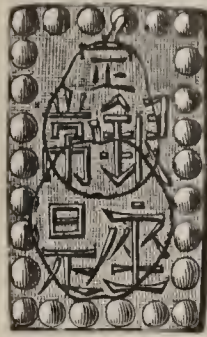
When in doubt try Newark; when you just simply **can't** find them, write **us**. We have other stock too, and like to sell the plentiful things along with the other kind. Our Spring List is ready—May we send you one?



## Jackson & Perkins Company

Newark, - New York

# Heikes—Huntsville—Trees



## Huntsville Wholesale Nurseries

Huntsville, Ala.

JESSIE S. MOSS, Prop.

We offer for Spring of 1915  
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### SPECIALTIES

**APPLES**—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

**PEARS**—Kieffers, one and two years old. A much smaller crop than heretofore.

**CHERRIES**—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

**CHERRIES**—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

**PEACHES**—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

**ROSES**—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

**PRIVET**—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

**PECAN SEEDLINGS**—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, **HUNTSVILLE WHOLESALE NURSERIES**  
HUNTSVILLE, ALA.,

We have every facility for growing evergreens from seed—*plus* the finest natural location that we know of in the United States, *plus* over 50 years' practical knowledge of how to do it best. We are now growing millions of them for nurserymen's and dealers' trade, lining out, etc., and you will find

# Hill's Evergreens

the best investment you can make—if you are looking toward permanent results and satisfied customers, as well as the first cost of the trees. We go to a great deal of trouble and expense gathering and sowing our seed, but we think it's worth it all to know that the little trees are true to name, and healthy and vigorous. Our customers, too, have found that it's worth the cost to know that they're getting *reliable* trees when they buy here. If you want the best evergreens you can get for your trade let us tell you more about those of "Hill Quality."

## THE D. HILL NURSERY CO., Inc.

*Evergreen Specialists*

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64TH YEAR

Baltimore Nurseries

# FRANKLIN DAVIS NURSERY COMPANY

Baltimore, Md.

We offer for Spring 1915: High Grade Stock

General Line:

Peach, Apple, Pear, Cherry, Plum, California  
Privet in 1 and 2 year fine stock.

Oriental Planes, Norway Maples, American  
Elms, Silver Maples, Horse Chestnuts, Etc.

Will make prices right on Peach and Privet in carload lots  
for early orders.

## Send Us Your List of Wants



### W. FROMOW & SONS

offer many thousand Hardy American Rhododendrons in the very best varieties, such as Charles S. Sargent, Mrs. Charles Sargent, Henrietta Sargent, H. W. Sargent, Charles Dickens, F. D. Godman, alba elegans, Atrosanguineum, Kettledrum, Lady Armstrong, Fastuosum fl., pl., etc., etc., in strong, bushy, well budded plants up to 4 feet in height.

Also Azalea Mollis, Ghent Azalea, Azalea Pontica, Andromeda florabunda and japonica. Roses Orleans, Mrs. Cutbush, Jessie, and all the leading H. P., H. T. and Tea varieties. A very large collection specimen Conifers and flowering shrubs.

WINDLESHAM NURSERIES  
Surrey, England.

### W. T. HOOD & CO.

Old Dominion Nurseries

Richmond,

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Growers of a complete line of general Nursery Stock

#### PEACH SEED

Tenn. and N. C. Naturals. We have a few hundred bushels 1913 seed we are offering at market price. We expect to have our usual stock of 1914 seed to offer as heretofore. Write for quotations.

## HORTICULTURE

A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

*Published Weekly*

SUBSCRIPTION \$1.00 PER YEAR

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Our seed are gathered in the rural mountainous districts where yellows and other diseases are unknown. We have shipped thousands of bushels of seed with satisfactory results to our patrons. Price \$1.25 per bushel of 50 pounds, sacked f. o. b. cars shipping station. Sample on request.

J. Van LINDLEY NURSERY Co.  
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## WOOD TREE LABELS

Iron or Copper Wired, Printed, Painted, or Plain.  
We furnish the standard size of printed tree labels

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#### PAPER SHIPPING TAGS

Tags for Every Purpose. General Printing. Our Capacity is such that we guarantee prompt shipments. Write for samples and prices giving estimate of number wanted.

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Grower and Exporter of Fruit-Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines, and Conifers for Nursery Planting.

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(SOLE AGENTS)  
NEWARK, N. Y.

The

Established 1841

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, 75 cents. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

Editors of the "H. A." LOWDHAM, NOTTS,  
ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSEYMAN

INCORPORATED 1902

### The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.00 per year in advance

FOREIGN SUBSCRIPTIONS \$1.50 per year in advance

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THE NATIONAL NURSEYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York

When writing to Advertisers please mention The National Nurseryman.





## Million Fruit Plants IN STORAGE FOR SPRING 1915

Can ship any time

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants. Rhubarb, Horseradish sets, California Privet, Berry THUNBERGII, Paeonies, Black Currant Cuttings, etc. Special quotations on large orders.

No trouble to price your list  
of wants any time by letter.

**P. D. BERRY,**  
**WHOLESALE NURSEYMAN,**

Dayton, Ohio

## SEEDLING EVERGREENS

BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmanii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following **APPLES** in 1-2 in., 5-8 in.  
and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hiberna,  
Iowa Beauty, N. W. Greening, Okabena, Pat-  
ten's Greening, Peerless, Peter, Pewaukee,  
Scott's Winter, Soulard, Strawberry Crab,  
Transcendent, University, Virginia, Wealthy,  
Whitney and Wolf River.

**SHERMAN**  
**NURSERY COMPANY**

CHARLES CITY, IOWA

## ORIENTAL PLANES—All Sizes

From 1 1/4 to 2 1/2 inch Caliper

AMERICAN ELMS

Carolina Poplars Lombardy Poplars Sugar Maples

Double Flowering Japan Cherries

Weeping Japan Cherries

Flowering Apples

Flowering Peaches

10,500 Kieffer Pears, 5 to 7 ft., 3/4 in. and up

2,000 Kieffer Pears, 4 to 6 ft., 5/8 to 3/4 in.

10,000 York Imperial Apples, 11-16 in. and up

20,000 Staymen's Winesap Apples, 11-16 in. and up

200,000 Apples, 2 yr. buds. Fine

10,000 Downing Gooseberries, 2 yr. No. 1

Large and Complete Assortment of Ornamental Trees  
and Flowering Shrubs, Etc. .

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Maple Avenue Nurseries

PHILADELPHIA OFFICE  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.



The Quality of Stock, Neatness of Packages, Prompt,  
Careful Service will Please You.

PECANS, Budded or Grafted Trees.

PLUMS on plum roots.

PERSIMMONS, Japanese

FIGS, leading varieties.

SCUPPERNONG, JAMES and other grapes.

MULBERRIES, free from blight and nematode.

CAMPBOR TREES, small and specimens.

CONIFEROUS and BROAD LEAVED Evergreens.

AMOUR RIVER PRIVET and other hedge

PALMS and Tropical Plants both small and specimens

SATSUMA and other oranges and Citrus Trees.

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MACCLENNY, FLORIDA PORT ARTHUR, TEXAS.  
JACKSONVILLE, FLORIDA. GRAND BAY, ALABAMA.



**225 ACRES**  
*of*  
**Ornamental Trees**  
**S H R U B S**  
*and*  
**EVERGREENS**  
*OF EVERY DESCRIPTION*

*Choice Stock for Nurserymen whose trade demands the best material.*

*Send for Catalogue.*

**THOMAS MEEHAN & SONS**  
 WHOLESALE NURSEYMEN  
 DRESHER, PENNA.

**SPECIAL NOTICE**

APPLE QUINCE PEAR CHERRY  
 PEACH PLUM

A Fine Block of  
 Own Root Roses

ORNAMENTAL TREES SHRUBS  
 BERRIES CLEMATIS  
 EVERGREENS PEONIES PHLOX  
 PYRAMIDAL and STANDARD  
 TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
 lists and carload lots.

**W. & T. SMITH COMPANY**  
 GENEVA, N. Y.  
 63 Years 700 Acres

**NOW READY**

**We Offer For Prompt Shipment:**

ROSES, FIELD-GROWN. Own roots and budded.  
 ABELIA GRANDIFLORA Field-grown, transplanted.  
 LAUROCERASUS. (English Laurel.)  
 MAGNOLIA FUSCATA Pot-grown  
 OLEA FRAGRANS Pot-grown.  
 OSMANTHUS AQUIFOLIUM Pot-grown.  
 LIGUSTRUM JAPONICUM.  
 LUCIDUM, NEPALENSE, and other good varieties, fine  
 bushy plants.  
 CAMPHOR. Pot-grown.  
 SATSUMA ORANGE, Budded on Citrus trifoliata, field-grown  
 BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
 BIOTA AUREA CONSPICUA  
 WISTARIAS. Best sorts, grafted.  
 APPLES. One and two year.  
 FIGS.  
 ENGLISH WALNUTS. 18 to 24 inches, 2 to 3 feet and 3 to  
 4 feet, transplanted; fine straight stock.  
 JAPANESE WALNUTS.

We also offer a fine stock of Deutzias, Spiraeas, Phila-  
 delphus, Hydrangea Otaksa, Pomegranates, Elms, Texas Um-  
 brella, Tulip Poplar, Weeping Mulberry, Sycamore, Oaks, and  
 a general line of ornamentals.

Send us your list of wants and let us figure on same.

**P. J. BERCKMANS CO., Incorporated**

FRUITLAND NURSERIES AUGUSTA, GEORGIA  
 Established 1856 Over 450 Acres in Nursery

*WE ARE LARGEST GROWERS IN  
 AMERICA OF*

**Grape Vines**

OTHER SPECIALTIES:

GOOSEBERRIES, CURRANTS  
 AND OTHER SMALL FRUITS

INTRODUCER OF THE THREE STANDARD FRUITS:

CAMPBELL'S EARLY - The Best Grape  
 JOSSELYN - - The Best Gooseberry  
 FAY'S - - The Best Currant

Our supply of above varieties is always less than the  
 demands upon us before shipping seasons close.

High-grade stock, grown and graded to our own stand-  
 ard, which we originated and adopted many years ago. We  
 shall be pleased to supply your wants.

**The Josselyn Nursery Company**  
 FREDONIA, N. Y.



## The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

## Willis Nurseries

OFFER A GENERAL ASSORTMENT  
OF NURSERY STOCK

Apple, Peach

Pear, Plum

Silver Maple Shade Trees

Forest Tree Seedlings

Apple Seedlings

**A. Willis & Co.**

**OTTAWA, KANSAS**

LET US PRICE YOUR WANT LIST

## LOUIS LEROY'S NURSERIES CO. OF ANGERS, (France.)

L. Levavasseur & L. Courant, Proprietors-Directors.

Established 1795.

### *Fruit Tree Stocks and ..Ornamental Stocks*

Exports exceed 25,000,000 stocks annually.

Wholesale Growers and Exporters of high-grade Nursery Stocks, such as: Pear, Apple, Mahaleb, Mazzard, Myrobolan, and Angers Quince Stocks. Rosa Manetti, Multiflore and Canina. Young Forest and Ornamental Stocks, Shrubs, Conifers, Roses, most leading varieties.

For Wholesale Catalogues (N. N. Edition) giving prices of above items, address us or our American Agent, MR. H. FRANK DARROW, NEW YORK, 26 Barclay Street, or P. O. Box 1250.

Pick up a pin on this: On account of the geographical situation of our Cultures, and having besides this more than the required number of unmobilized clerks, and workmen to do the digging, packing, shipping, etc., of our stocks, we will therefore be quite able to send them over, as usual, in spite of the War. 3380

FORTY-EIGHTH YEAR

## T. S. HUBBARD GO. FREDONIA, N. Y.

The longest established and best known growers of

### Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
Brighton	Eaton	Pocklington
Campbell's Early	Green Mountain	Salem
Concord	Lutie	Woodruff Red
Delaware	Moore's Early	Worden

and all other old and new varieties which we think worthy of general cultivation

### CURRANTS

Black Champion	Lee's Prolific	Versailles
Black Naples	North Star	Victoria
Cherry	Pomona	White Dutch
Fay's Prolific	Red Dutch	White Grape

and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

### GOOSEBERRIES

A fine stock of leading varieties. One and two years.

### BLACKBERRIES

The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.



## WE OFFER

Apple and Pear Root  
Grafts.

All the leading sorts.

Both Whole Root and  
Piece Root.

We use good strong  
No. 1 Roots.

We can still furnish  
Extra fine  $\frac{1}{4}$  inch and  
up Branched Apple  
Seedlings, and a fine  
grade of No. 1 3-16 and  
all up Straight Roots.

Also No. 1 Japan  
Pear in perfect condi-  
tion.

We are ready to make  
prices upon Apple and  
Pear Seedlings for next  
season.



F. W. WATSON & CO.  
Topeka, Kansas

APPLE AND PEAR  
SEEDLING SPECIALISTS



Our No. 1 3-16 and all up straight root Apple Seedlings.

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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK  
The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., MARCH, 1915.

No. 3.

## “PUT ON CHAINS AND STOP SKIDDING”

*A. C. Hanson, Sales Manager, Western Office, Hawks,  
Nursery Co., Wauwatosa, Wis.*

A clothing salesman, new at the business, was fatally injured in a wreck and was asked if he had a last request to make. He replied, “Wire my house and get the lowest price on those suits I have been selling.” It seems he had been instructed at the start never to cut prices, yet, three orders, each lower in price than the first, had been accepted.

What must the average customer think when in the course of a year, agents representing different firms call, each with a different price for the same article; each claiming his stock the best and with reasonable proof in support of his contention.

Is there one good reason why retail nurserymen operating in the eastern, middle, central and western states should not sell at somewhere near the same prices?

How many retail nurserymen are there who know what it is costing them to do business? How many retail nurserymen are influenced in their price making by what it is costing them to get business? On July 1st of each year, the retail nurseryman knows for certain whether he played even; made money or lost it. If he has made money, does he know whether it was due to a lower cost in getting business or because wholesale prices were favorable to the retail prices he made a year ahead; or was his gain due to being lucky in drawing from the “grabbag” a bunch of extra good salesmen who boosted the sales average?

Letters were recently sent to thirty representative retail nurserymen in different sections; asking for an exchange of data touching costs affecting the selling end of the business. Twenty-four replies expressed keen interest in the questions raised. Seventeen admitted practically no knowledge of costs. Four gave the vaguest kind of estimates. Only two had positive data and one said he did not care. Admitting that applications are costing from \$3.50 to \$10.00 each, according to methods employed and only a small per cent. bringing in business, isn't it a fact that one should know what his business is costing per thousand and make his prices accordingly?

The cost of conducting a retail nursery business is surely rising and it behooves every one to trim sails accordingly. The man who knows what his business is

costing to run and mingles conservatism with aggressiveness, is the man who will come out on top. The leaks in a retail nursery business are endless in variety and very expensive as a whole. Bad accounts, indifferent delivery agents, expensive outfits lost and stolen, replacing stock, are things which contribute to a marked decrease in profits. The upward trend in commissions is another thing for the nurserymen to worry about. Nursery salesmen have been mollycoddled too much. We have all done our share toward putting the business where it is now, in this respect. Each nurseryman anxious to make a showing, eager to sell more than he did last year, has put a premium on the agent who gets the business, and the net result, he gets what he asks and in many cases, he does the dictating and the bossing instead of the man who owns the business.

A firm is judged, largely by the character of its representatives. It is time for an “uplift” movement to improve the tone of the average agency force. There has been all together too much of the “anything to get the business” spirit. There is not one other standard business where a man (a perfect stranger) can write for supplies as he does to nurserymen and get a complete outfit and all credentials, ready to start out and seek whom he may devour. Many undesirables could be eliminated right on the start, either by a cash deposit for the outfit or at the very least, bona-fide references before supplies were sent.

Unnecessarily high commissions, continual premium awards, bonuses, and replacing stock free, are a source of expense, alongside of which a proportionate advance in the price of stock has not kept pace. The principle of the thing is all wrong and steps should be taken to remedy matters before the hole is so big it will engulf us all.

Readers of the “Saturday Evening Post” must have read some of the excellent articles on trade associations that ran a year ago. These articles described at length the troubles and remedies applied to different kinds of business. Each Association had the same kind of a story to tell, about how hard it was to start the “get together” movement. The little fellow in the business being suspicious of a frameup on the part of the big fellow



and the big fellow carrying an attitude of "We can take care of ourselves; what t'ell do we care about the rest." Usually there were members strong enough to put through measures that made for the common good and lines of business that were national in their scope, yet, demoralized so that they were practically without a profit, were put on their feet and are making money, today.

It has always seemed strange to me why a good apple tree was not just as staple an article as many manufactured lines which sell at about the same price, one place as another. If a Retail Nurseryman can get 50 cents for a good standard apple tree in Wisconsin, Illinois, or Maine, there is no reason why that price should not prevail in other states where apple trees are sold. In other words, level prices would help those who are trying to hold up prices to a profitable margin and would certainly put those who are selling much below what they ought to sell for, on a better plane financially.

It strikes me that the American Association of Nurserymen could be made a wonderfully strong force in the struggle for a betterment of conditions. It has never seemed to me that enough of an effort has been made to iron out these difficulties which we seldom speak of openly, for fear some one will think we are losing our grip, but which we euss in private good and plenty.

#### APPLE GROWING IN UTAH

We are indebted to Mr. L. D. Batchelor, Horticulturist, Utah Agricultural College, Logan, Utah, for the accompanying photographs of orchards in Utah. Mr. Batchelor states that the "Gano" apple is proving to be one of the most profitable for that state. The moderate price received for the fruit is over-balanced by the heavy yields. It is a very persistent annual bearer. In addition to this the trees begin to bear at such an early age. The cuts show trees planted four years yet giving every promise of a heavy yield.



*"Gano" apple tree planted Spring of 1910, Logan, Utah,  
Picture taken May, 1914.*



*4 yr. old "Gano" apple orchard planted 16x24 ft.,  
Logan, Utah.*

#### THE IRIS

*By C. Harrison*

An overlooked flower is the Iris.

It is the daughter of the rainbow personified, who combines the beauty of earth and sky in those matchless robes.

There are over 170 native varieties besides numerous hybrids which bring the varieties up to one thousand and new ones are being added all the time.

By planting for a succession you can have them in bloom for two months.

When you see a mass of them, a hundred kinds on dress parade, each vying with the other to see which can put on the most resplendent robes, they seem almost human in their efforts to dazzle and attract.

1st. They are the most reasonable of any flowers in price.

2nd. They multiply with great rapidity, making about ten from one in two years.

3rd. They are well adapted to the hot and semi-arid regions, being favorites even in Arizona.

4th. They endure the rigors of winter in the far north.

5th. New creations are being added all the time, some of them of such splendor as to defy description.

A syndicate is now being formed to publish a manual, giving a full description of their merits. It is to be well illustrated and a large list will be classified and described. These manuals will be given to the public for 25c in stamps.

The North-eastern Forestry Co., Cheshire, Conn., has built a new packing house to take the place of one recently destroyed by fire. It is 61 feet long by 51 feet wide, and the entire building, with the exception of the roof, is built of field stone. The building is built in a bank on three sides, the front being about 12 feet high. There are large windows in each gable, and the roof is covered with non-combustible roofing paper.

Adjoining the packing shed is built a counting room where all stock is taken from the field, it is then packed directly into the cases or heeled in in moist sand until the particular order goes out. The stock is never allowed to stay heeled in more than 48 hours.

They have a large floor space now, and things arranged conveniently for getting out their orders,



# PEACH GROWING.

Read before the New York State Fruit Growers Association.

*By Orlando Harrison*

**T**HE subject assigned is "Peach Growing." I will endeavor to confine myself to that part of the subject which you will be most interested in,—Does it pay?

I will try to tell you in a plain, practical way how we made our peach orchards pay in the season of 1913 and 1914, and there is a good set of buds for 1915.

**HOW WE GREW AND MARKETING OUR PEACH CROP OF 1914.**

**PRUNING:**—Starting for a twelve months work, January 1st is the time to begin. We cut back our peach when planted, to twelve inches. Our one and two year peach we cut back one quarter to one third of the previous year's growth to make a sturdy tree; three year peach cut out all dead wood and shortened ends of limbs to keep trees near the ground to save the expense of picking fruit. In our orchards four to nine years of age, one must use good judgment in pruning. No set rule is safe, but one that is to keep out all dead limbs at all times. It depends on the variety, prospects for fruit buds. First, we determine what we are pruning for, wood growth, or for fruit and govern accordingly. Do not prune the small live twigs near the trunk when trees are three years of age, that is where you get the first fruit.

**SPRAYING:**—Spray early in March with concentrated lime and sulphur one to nine.

**FERTILIZING:**—About March 5th to 10th we use a mixture made up of five hundred pounds dis-bone, five hundred pounds kanit, five hundred pounds rock, five hundred pounds muriate potash, applying five hundred pounds per acre, broadcast with spreader.

**CULTIVATION:**—Disc harrow, started March 10 to 20th followed once each week with eight feet broad tooth cultivator, crossing each way then on the bias, in order to break every foot of top crust. When the dry weather set in the cultivator was kept going oftener. The cultivation was continued regularly till July 10th.

**PEACH BORER:**—During the growing season, the trees were hoed around about three times and borers cleaned out. The borer is the worst enemy to the peach trees. Many orchards are said to be affected with yellows when the real trouble is borers. Apply the knife, or wire and kill the borers by picking them out. No sign of yellows has ever appeared in our orchards. Wood ashes is a good form of potash to apply around the trees when the earth has been pulled away—concentrated lime and sulphur—one to three to five—around the trunks—waste sulphur and lime in making self boiled should be applied to trunks at the ground. It will keep out borers.

**SPRAYING FOR CURCULIO AND BROWN ROT:**—Start one week before it is really needed, or generally recommended, then you are often too late for best results. If you are too early you can go after it again. If you are too late, you will not save that season what you have lost by delay.

We spray before blossoms open with two pounds of

lime, two pounds arsenate of lead and fifty gallons of water. Seven days later, when blossoms are full, or dropping, use eight pounds of lime, eight pounds of sulphur, two pounds arsenate of lead. Repeat as just stated ten days later. When peaches are the size of hulled walnuts, or larger, repeat the same, except omit the arsenate of lead for fear of injuring fruit, and you will control the rot. This brings you to July 1st to 10th. It should be remembered varieties running from Crawfords Late and later, can be sprayed later than the earlier varieties.

**PACKAGES:**—We use the Georgia carriers for all the well colored select fruit. The Georgia carrier is far superior to any other package.

**VARIETIES:**—Our orchard, of one hundred varieties from four to nine years of age, consists of fifteen hundred Carman, five hundred Champion, five hundred Belle of Georgia, thirteen hundred Ray, five hundred Chair's Choice, one thousand Crawford Late, forty-five hundred Elbertas with our test orchard of one hundred varieties which gives us peaches four months from June 15th to October 15th.

**MARKETING:**—In July, I visited a number of orchards in Maryland and other states. I found the prospect for a full peach crop was sure, especially for Baltimore and Philadelphia markets. I then spent two weeks among the commission men of Boston, New York and other cities to determine what was wanted by their trade. I found poor peaches, or even medium peaches poor sale, but ripe, high colored, well packed in the Georgia carriers selling at a good price—even on a full market. Returning, I determined to see our peaches were left on the trees until ripe—to use Georgia peach carriers, full size with cover pad to keep peaches from bruising on top layer.

**PICKING PEACHES:**—More care was exercised this season than in the past to see the fruit was full grown and ripe before picking, giving greater care not to bruise the fruit, the trees being loaded to the ground prevented getting a wagon in the orchards, and we hauled the fruit on a sled to the packing house.

**PACKING:**—3-2 tier, and fill the crates full with a raise of one half inch on each end of crate, when the lid went on a bulge of two inches in center. We secured an expert Georgia packer for one day to start our packers right. They caught the idea and carried it through the season.

**REFRIGERATOR CARS:**—We try to have our cars iced, ventilated and cleaned at least twelve hours before loading, twenty-four hours is better. The P. R. R. new refrigerator cars are far superior to the old ones, yet the icing charge is greater, cost ranging from thirty dollars to thirty-eight dollars per car for ice. By having peaches packed full carrier we use a strip between crate of one and one quarter by two inch securely nailed seeing that bunkers are well filled with ice before cars roll.



**RIPENING OF VARIETIES:**—Starting with Carman trees were too full and poor color, sold most of the first twelve cars for \$1.00 to \$1.10 per carrier f. o. b. Berlin. Champion sold in Newark, N. J., for \$2.00 to \$2.50 per carrier. Belle of Georgia and Ray,—picking about same time, were placed on Boston market and sold for \$3.25 per carrier.

Elberta.—We left them on trees until they attained a large size. We picked eleven cars one week. August 16 to 26, selling from \$3.00 to \$3.50 per carrier. In Boston, four cars were sold f. o. b. Berlin at \$2.80 per carrier.

Crawford Late,—were left too thick on trees and by adding five pounds of nitrate of soda and the late rain in addition to the fertilizer used in early season, the quality of the peach was injured and the fruit did not color well, showing the excess of Nitrate of Soda, and rain will make size to a peach at the expense of flavor and color—this variety selling from \$1.00 to \$2.00 per carrier. In our test orchard we had several promising varieties fruited and we find by the use of self boiled lime and sulphur the list of peaches can cover a long season with profit.

Among the most valuable ones were:—

Slappey, an early yellow

Mamie Ross, medium season, red blush, white

Fox Seedling, white flesh, red blush, late

Shipley's Late Red, white flesh, red blush, late.

The Chinese strains are usually best, but the Smock family and Salways do well under good care and spraying, winding up with Hughs I. X. L. the latest of all in our test orchard.

Care was used in caring for the peaches; as fast as packed they were hauled to refrigerator car under cover, keeping them from the rays of the sun so far as possible. Car doors were kept closed, except when loading, men working by lantern.

**LABELING CRATES:**—We used our label on only the select grades. Soft peaches were sold near home. There is one feature which should be encouraged by this society, that is, encourage our canning people over the state to use all number two's and soft peaches for pie fruit. One canner paid 50 cents per bushel for all such peaches in West Virginia and it made good for him. We should keep the culls off the market.

Peach growing in Maryland will pay if you are willing to work, or teach your boys to work, or see that the other fellow works and give it your personal attention, it will pay greater and quicker returns than any other tree fruit. On the one hundred acres I have described in 1913, we sold 60 cars of peaches netting over \$25,000. In 1914, we shipped 41 cars, netting over \$18,000, a total of \$43,000 net from one hundred acres in two years.

**How It Was Done:**—Summing up the situation how we grow and marketed our peach crop of 1914—It was done by having the right soil, a sandy loam, starting on time pruning—the right varieties; thorough cultivation, proper feeding, spraying at the right time freely with the right materials, proper package, fruit left on tree till ripe, carefully packed, full packed, good from top to bottom, only the best of fruit. Placed on a market where a high grade of fruit was wanted.

## INCREASING HARDINESS IN PLANTS

Looking over the writings of a noted horticultural contributor of some fifty years ago, it is evident he had no belief in the changing of the character of a plant in the way of making it hardier than it was, holding that in its formation there was something unchangeable in this respect.

While in a practical way we may agree with this, there seems many things pointing to the truth that changes do take place, but that the slowness of it is of little use in one's lifetime. There are many trees of the same species growing both in our Northern and our Southern States, seedlings of which, placed side by side show marked differences in hardiness. Many of our Oak trees, native to both sections, are examples of this. Young plants from far South planted alongside of far Northern ones will be injured in Winter, while the native ones will not be harmed. This has been proved many times, and with many different species.

Accepting the general opinion as correct that many plants have sprung from a common center, there arises the thought that climate has made changes in behavior, and, in fact, this has been proved to be the case in many instances. Plants introduced to a colder climate than their own, if they suffer at all, it is in the first two or three years, and it is caused by their slowness in ripening in Autumn. The Northern plants alongside of them will have shed their leaves, their wood well ripened, while the more Southern ones will still be desirous of prolonging ripening as has been their custom. In the course of a few years the Southern plants do as their Northern companions do, start their ripening earlier, thus acquiring more hardiness.

If we agree that their distribution has been from a common center, we may assume there has been a loss on one side, the Southern one, and a gain on the Northern. It seems fair to assume that plants do push their occupation further north as well as south, but it is in such a slow way it is not observed. That there are many plants capable of enduring much more cold than they meet with in their wild condition is proved by many of the Pacific Coast trees and shrubs, which flourish northward where temperatures in Winter are far lower than any they ever met before.—*Joseph Meehan in the "Florist's Exchange."*

## FIRE AT THE PANHANDLE NURSERIES, GREENFIELD, INDIANA

On February 4th, about 9 o'clock p. m., the packing shed 24x54 feet adjoining the main cellar at the Panhandle Nurseries, caught fire and burned to the ground and destroyed part of the roof of the cellar. The fire department did good work and managed to save the cellar excepting part of the roof, but most of the stock was rendered unsalable on account of the heat and they will not be able to offer it this season. However, they have part of their apple, pear, cherry, ornamental trees, etc., which were in the field and were uninjured.

They expect to be able to take care of their customers and next fall will have their usual assortment of stock.

The loss as near as we can estimate it now will be about \$10,000 partly covered by insurance.



# PREPARING APPLES FOR MARKET.

*By S. B. Shaw*

*Extension Service, Maryland Agricultural College.*

**I**N discussing the preparation of apples for market, there are many features to be considered. An attempt to take up this subject in detail would cover too broad a field on an occasion of this kind. It might be well, however, to consider more carefully than is common, some details of this phase of fruit growing. A visit to the markets in many of our cities would emphasize the importance of greater care in the production of the crop. An eminent authority has said: "the business part of fruit growing is chiefly concerned with the broad subject of marketing the fruit which may be considered under the four heads of picking, packing, storing and shipping. The actual selling of the product is an enterprise which belongs rather to the merchant than to the fruit grower." True as this may be, the relative value of the product is more often established by the conditions under which it has been produced. No manufacturer would consider placing an article on the market without first investigating carefully every detail connected with its production. It is just as much a business proposition for the orchardist to grow his crop as it is for him to sell it.

Each of the many sections of country has, to a certain extent, its particular characteristics necessitating a different method for growing and handling fruit for various markets. There are, however, some operations connected with this industry which can be carried on in the same general way one place as in another. Color, size and condition are qualities required in the preparation of all fruit for securing and holding a select trade that will be profitable. In order to develop these qualities to their fullest extent, it is necessary to give more attention to certain operations than is common with many orchardists. One of the most important of these is the method of growing the crop.

Assuming that a suitable location has been selected, the land properly prepared and good trees planted, it is necessary to carry on a thorough system of cultivation. The term cultivation, used here in a broad sense, means not only the tillage of the soil, but the systematic training of the trees and their protection from insects and fungus enemies. This work deserves the most careful consideration, for the preparation of all fruit for market really begins with its production. Profitable commercial fruit growing requires more than simply planting an orchard and waiting for it to mature and yield. The successful orchardist must exercise intelligent care over his fruit at every step, from the selection of his trees to the shipping of the ripened fruit.

Trees grow, develop and mature their fruit in proportion to the amount of available food at their disposal. The greater part of this food is in the soil, occurring naturally, or supplied by artificial means. It cannot, however, be made use of by the trees until rendered available. This condition is brought about by the combined action of several agencies, most important of which are light, air and moisture. Tillage promotes the work

of these agencies and, as a result, influences the growth of the trees, thereby effecting the development and quality of the fruit. Trees draw most of their vitality from the soil through their roots, thus it stands to reason that for the best results the soil must be so treated as to furnish most easily and surely the food elements which the growing trees require. Because of such a wide range of conditions, the most profitable method of procedure is a problem to be solved, more or less, by each individual grower.

Systematically training the growth of trees, is an influential factor in producing marketable fruit. Apples must be of good uniform size and be well colored to sell to best advantage. While it is essential to have a normal amount of leaf growth, it is well to have it so distributed as to avoid any unnecessary shading of the fruit. Water sprouts, overhanging limbs and an excess of leaf producing wood should be cut out whenever practicable. Prune conservatively but well. Apples produce their fruit on old wood and it is not advisable to promote an excess of new growth unless it be to rejuvenate old trees. Exposure to plenty of sunlight and a free circulation of air throughout the growing season will go far toward increasing the value of a crop of apples.

The thinning of fruit may also be regarded as a form of training. Repeated demonstration has shown this to be a very profitable practice. Thinning not only causes the development of much finer fruit, but it is a means of conserving the energies and vitality of the trees. Orchards that bear heavily one year, do not, as a rule, produce much fruit the following year. A heavy crop of fruit and a large number of fruit buds cannot well be developed at the same time, consequently many trees perform each function in alternate years. In some parts of the country systematic thinning has come to be regarded as an indispensable element in successful fruit growing. It costs but little, if any, more, to thin at the proper season than it does to pick the same fruit at harvest time. The method of doing the work is practically the same in both instances.

Thirty or forty years ago there was little need to fight orchard pests, as the injury caused by them was scarcely appreciable. At the present time, particularly in older sections of the country, insects and fungus diseases of various kinds have become so wide spread that the question of spraying is now as important as any other part of orchard management. Many growers assert that it is the most important single operation. This marked change, coming in so short a time, and in numerous instances causing serious loss, has naturally been discouraging. As a result many orchardists have been slow to adapt themselves to these new conditions. Although the combatting of insect and fungus enemies has, without doubt, increased the cost of production, those who have persistently used proper means for their control have been universally successful in raising good crops of



high-grade fruit. The well developed, finely colored, clean and attractive products of the orchard command the highest prices. Careless, indifferent cultivation and the unchecked ravages of different insects and fungi are principally the cause of under-sized, poorly colored, diseased and unattractive fruit. Apples of this kind are a glut on the market for buyers do not care for them. True, they may sell but it is usually at a price that is not at all profitable.

The state of maturity at which apples can best be picked depends upon the varieties and the purposes for which they are intended. Summer varieties for local markets need not be gathered until fully ripe. Fall and winter fruit, to be disposed of in the same way, may be allowed to ripen fully, but should be picked before the mellowing process begins. The best time of harvesting each variety, in different localities, can be determined only by experience. The natural ripening habit of the fruit and the purpose for which it is intended are the best guides. Harvest always by hand, grasping the fruit firmly and with a slight rolling and bending movement disjoint the stem from the fruit spur. Any other method not only damages the fruit but destroys more or less of the fruiting wood of the tree. A padded half-bushel basket with swing handle is about the most satisfactory receptacle into which to place the fruit as it is picked. A stout wire hook bent in the shape of the letter "S" is convenient for hanging the basket on the limbs or ladders.

Probably the most important operation in preparing apples for market is the grading. As stated before, this work can best be started with the growing of the crop. Careful cultivation means fewer culls and less expense for sorting. There is a vast difference of opinion in regard to this operation and many attempts have been made to establish some system of universal grading. The chief difficulty in successfully carrying out such a project is the great amount of variation in the same varieties when grown in different localities. Various types of soil, climatic conditions and methods of production influence the characteristics of most varieties to such an extent, as to make it almost impossible to give definite specifications, that will suit all conditions. Nevertheless there are some rules which would apply to all varieties grown under any condition. Apples to be marked as "Extra Fancy" should be that in every respect. They should be fully developed, of uniform size and color characteristic of the variety as grown in that locality; entirely free from insect injury, disease or other blemish, and should retain their stems. Subsequent grades can be made as desired, keeping in mind, however, that each grade should be strictly as represented.

Packing and grading are so closely related that they may be considered almost as one operation. No matter what package is used, be it basket, box or barrel, see that each is filled with the same grade throughout. Do not mix grades in packing. The only way the orchardist of today can hope to successfully meet competition is to first produce the fruit and then put up a pack that amounts to something, reflecting credit on his ability and business integrity. The "standard of excellence" of all growers could well be to have in each package every specimen as nearly like the others as is possible. "Every grower's pack should be as good as his bond." Mixed grades, give the buyer an opportunity to discriminate, and

often result in the grower not getting the full value of his crop. Apples should be cool and dry before being packed. Heat and moisture promote decay, a condition that unless guarded against will result in loss. Each package should be well filled with the contents placed firmly and snugly. Unless this is done it will reach its destination in what is commonly called a "slack" condition. Loose packing invariably causes bruises and general defacement. For the same reason too tight packing should also be guarded against. Aim to have the fruit reach the consumer in the best possible condition. There is a "happy medium" in packing that can be learned only by experience.

In the selection of packages use those best suited to the grade of fruit, and for which there is the greatest demand on the market to which a consignment is made. The package of to-day is an influential factor in the apple business. Many growers do not consider the relation the package bears to the selling value of their fruit. Should the market want your particular apples in baskets, ship in baskets. If it be barrels that are most called for, use barrels. Perhaps boxes are most in demand, then sell in boxes, but in whatever package used, keep up the standard of quality and pack. Do not use a certain package simply because some other section uses it to advantage, unless there is a sufficient demand to warrant shipping that way. Give the trade what it wants, when it wants it and as it is wanted.

#### PENNSYLVANIA NURSERYMEN'S ASSOCIATION MEETS

A well attended meeting of the Pennsylvania Nurserymen's Association was held at the Walton hotel, Philadelphia.

President Hoopes brought up the question of the present status of nursery inspection work in the State and the necessity of the Association exercising some effort to have at least one, preferably two inspectors available for nursery inspection at any time and not having to depend upon a miscellaneous force of inspectors who might be a person either from the office of the State Zoologist or one of the orchard inspectors of the State.

The attention of the members was called to notice sent out from the Federal Department showing that a public hearing would be held on the question of the European Shoot Moth with a view as to the advisability of quarantining all Pines from foreign importation. Mr. T. Meehan stated that at a recent meeting between the legislative committee of the National Nurserymen's Association of which he is a member, and Prof. Marlatt of the Federal Horticultural Board, Mr. Marlatt asked the nurserymen if they could not make immediate preparation looking towards the growing of all material for nursery work in this country and at the end of five years be ready for the exclusion of all foreign stock.

The question of percentage and commissions allowed to landscape architects and gardeners was discussed.

William Warner Harper, Andorra, Philadelphia, Pa., was elected President. Henry T. Moon, Morrisville, Penna., Secretary.

B. W. Clarke, Lockport, N. Y., has closed out his nursery business.



# THE WORK OF THE NATIONAL ASSOCIATION OF NURSERYMAN.

An Address to the Tennessee Nurserymen's Association, but applicable to every Nurseryman in the United States.

*By Henry B. Chase.*

In telling you who are not members of the National Association, something of its work in the interest of the American nurserymen, I do not wish to place myself in the attitude of belittling the work or this association of Tennessee nurserymen, or of that of the southern or western associations, or any association of a local character. I am a firm believer in these local associations, they are all good and are doing good work, but when you say that because you are a member of one or more of these local associations, you are doing all you should do, I take issue with you. Every reputable nurseryman in the United States should become a member of the National Association of Nurserymen. Its work is national—nation-wide—in its scope. It is working for you right here in Tennessee and for us in Alabama, and for the nurserymen in New England and California, for the nurserymen of all the United States. It is doing good work and doing it well. Just what is it doing that really benefits you? Here are a few of the many things:—

Its legislative committee has made ten trips to Washington in the past six years and has accomplished a lot of work in the remodeling of the federal laws as to the importing of all foreign stocks and seedlings, which in many lines constitute the "raw stock" or basis of our production. Do you know that the original federal law contained a provision that all imports should be inspected on the docks at port of entry? Think of a single steamer bringing into New York two thousand cases of French seedlings, all of which were to be inspected on the docks there, where they have no facilities for this work, no experienced man for the repacking of the stock, meaning that all shipments would be delayed, abused, and when they were finally released and reached us, the vitality of these stocks and seedlings would be greatly impaired. Now, the shipments come right through to destination without delay and are there inspected as they should be.

This same legislative committee has fought adverse legislation in various states, brought test cases and carried them through the courts in Maine, Wisconsin, Wyoming, Montana and Colorado. In one case, in Colorado, the National Association helped fight to a finish a case of a brother nurseryman where two cars of trees were illegally confiscated and burned, the National Association putting up a thousand dollars to fight that case, and more than another thousand in handling the cases in the other states named.

The Tariff Committee has made several trips to Washington and as a result of its work with the authorities there we now have the best Tariff Bill we have ever had, in that it is clear and concise, so plain that the nurseryman is no longer forced to pay a duty of four cents each on a Manetti Rose stock because someone in the department construed the bill to include Manetti as a rose bush.

This frequently happened under the old bill, the nurseryman paying forty dollars per thousand duty instead of fifteen per cent. or say forty cents per thousand, and being out of his money sometimes for six months before it could be adjusted.

Its Transportation committee has done a lot of good work that effects every one of us in freight rates, minimum weights of carloads, revised classifications, etc.

The National Association has a committee on Uniform State Legislation that is now working with the state entomologists and they are working closely and cordially together, trying to bring about uniform state inspection laws. What a God-send it would be to the nurserymen of this country if instead of so many state laws—Virginia requiring a \$20.00 fee and a green tag, Texas \$5.00 and any kind of a tag, which we must have printed ourselves—South Carolina another form of tag and fumigation, Alabama a \$10.00 bill and a yellow tag—Florida no tag, but a \$5.00 bill, and so on until it gives us brain fever to keep track of it all, we had one uniform or near uniform law in all the states. This is just what the National Association is trying to bring about, and the Entomologists want it and are co-operating with the National Association's committee to frame this uniform law. Inspection is vital to the success of our business, it is for our protection as well as that of the planter, it is here to stay. In the past there has been some friction in some sections of the country between the nurseryman and the inspector, but this is rapidly disappearing, and one of the greatest factors in bringing about this better understanding is the work of this Uniform State Legislation Committee of the National Association. A year ago this committee, consisting of five leading nurserymen, met the National Association of horticultural inspectors in Atlanta and only three weeks ago another joint meeting was held in Philadelphia, and so you see the work is going on all the time, and who is doing it? Who is paying the bills? I'll tell you, last year four hundred and ten American nurserymen, the year before, four hundred and seventy-three. Now, my friends, is it fair for four hundred odd nurserymen out of some twenty-five hundred in the United States to carry this load? Should you not as a nurseryman, go into your jeans for \$5.00 per year, membership fee and help to pay the expenses of this work, which is being done for you? Should you not identify yourself with the National Association of American Nurserymen? Attend the annual convention if you possibly can, but become a member anyway. You get its printed report, containing all the papers, lectures, discussions, committee reports, etc., and this alone is worth the membership fee. Again I say that every reputable nurseryman of the United States should belong to the National Association.



# The National Nurseryman

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Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
Six Months .....	.75
Foreign Subscriptions, in advance.....	\$1.50
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the business manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., March, 1915.

**FUTURE SUPPLY AND DEMAND OF APPLES** It would be worth a good deal to many of us to know, or even to form an idea of how the supply and demand of apples is going to be in the future; say in the next ten years. The past decade has seen enormous plantings made, nearly every state in the Union having certain sections adapted to apple orcharding. A recent trip through Western North Carolina, Virginia, Maryland, and Pennsylvania showed large acreages planted in young apple trees.

Companies have been formed and orchard enterprises exploited. Perhaps many of these, as well as individual plantings, will never be brought to bearing stage, but with all this the supply is going to increase enormously.

The past season saw a very good crop of apples with an export market reduced—the results are well known.

Is the demand for the fruit going to keep pace with the increased production?

There is no question that there is still tremendous undeveloped market for this splendid fruit, perhaps it would be better to call it food, but it is perishable and if this market is not immediately available, there will be a slump in the apple market, which, of course, means fewer orchards being planted.

Just as soon as orcharding ceases to be profitable, the demand for trees will fall off. It goes without saying, that the supply of A No. 1 fruit will never exceed the demand, and if a slump comes it will only be the skilled and successful orchardist who will stay in the business.

It will be wise for the nurseryman, who grows large quantities of trees, to keep a sharp look out for any tendency towards a reduction in orchard planting.

## KNOCKING YOUR COMPETITOR

A little booklet comes to our desk from the Jewell Nursery Company entitled "What we have to say about our competitors." The contents of the little booklet consists of fourteen blank pages. While being a very clever advertising idea it drives home a sound policy. If you cannot say anything good of your competitor say nothing.

It is a great temptation for the salesman, and we use the term in its largest sense, to "knock" his competitor or his goods, but it is poor policy and invariably reacts on him to his own disadvantage. It is poor salesmanship. Say all you want about your own goods but leave your competitor alone.

When the salesman is on the road the temptation to belittle a competing house is very great, due to the customer invariably quoting another nurseryman's prices or goods. The experienced salesman knows such baiting is rarely sincere and the only remedy is to know your own goods so thoroughly and have such a supreme faith in their quality that your statements about them will carry conviction.

## NATIONAL ADVERTISING

It begins to look as if the nursery business would ultimately come into its own and that it will in time reach a position among industries or professions more in keeping with its importance. The publicity campaign such as the William P. Stark Nurseries are carrying on through the columns of a journal with as wide a circulation as the "Country Gentleman" means a tremendous impetus to the nursery business at large. If one may judge by the amount of advertising, they receive, cocoa, mustard, Mazda lamps, corsets, chewing gum and such like products are much more important in the economy of life than trees and plants as they are advertised a great deal more.

It is strange that it should be so and it is sincerely hoped that the efforts of such leaders in the business as the Stark nurseries is only a beginning in the effort to arouse an interest in the products of nurseries and develop a market for the stock that is undoubtedly there awaiting the effort.

Perhaps some day nurserymen will get together and do some co-operative advertising that will waken the people to the value of planting.

**FAIR PLAY** The Farm Journal gets out a small house organ called "Gumption" from which we take the following extract:

"Patents, trademarks and copyrights assure to inventors, authors and manufacturers the benefits of their originality. We believe that advertising is performing much the same function for what is nature-produced, as well as for the man-made articles of commerce."

The "invention" of a new potato, for example, would easily be worth a million times more to the human race than the writing of another "Tipperary," although the latter can now be legally protected while the former perhaps cannot. What the potato "inventor" can do, however, is to advertise persistently, receiving all the benefits of his originality because he alone may urge the merits of his discovery."



**SURPLUS STOCK** Mr. Harlan P. Kelsey created quite a little stir at the meeting of the New England Nurserymen's Association in the stand he took against the use of the brush pile for surplus stock. It is hardly to be expected, nurserymen will ever be of one mind on the subject. Their stock, methods and markets differ too much. With the ornamental grower the disposal of surplus is not likely to be as serious a matter as that of the grower of fruit stock.

The former can often transplant and carry until such times as there is a market for it, but fruit trees must either be sold, given away, or burnt when ready for the market.

The real remedy is, don't grow a surplus, pay more attention to supply and demand.

The same trouble exists in the south with the cotton crop, acres still unpicked and that on hand ready for the market unsalable, except at less price than it cost to grow it.

Just as soon as a crop fails to be profitable, production should be decreased, and it is up to the nurserymen, as a body through the National Association, to find out and regulate such matters.

Owatonna, Minn., February 12, 1915.

The National Nurseryman,

Rochester, New York.

Gentlemen:—

Replying to your inquiry asking whether we wish to continue our advertisement in your March number, will say that we hardly think it necessary as we will sell more machines than we have made—so you see your paper does the business.

We did not expect such a heavy demand this spring but did make up more machines than last year. We are afraid that we will be compelled to turn down orders before the season is over.

Thanking you for the assistance you have given us in our selling campaign, we are,

Very truly yours,

CLINTON FALLS NURSERY Co.,

M. R. Cashman.

#### THE LAYMAN'S VIEW OF THE BRUSH-PILE

The Journal, Providence, R. I., makes editorial comment on the practice of burning surplus nursery stock, as follows:—

"Criticism at the Providence convention of the New England Nurserymen's Association of the practice of burning surplus stock was justified. Why should anything, useful or ornamental, be destroyed? Shrubs, plants and trees which are not marketed in the usual channels should be disposed of in other ways—it is an economic blunder to throw valuable stock on the brush pile.

Storekeepers do not make bonfires of stock not sold during the regular season. Why should nursery products not be treated as the left-over goods of a retail merchandising house? Surely the nurserymen should be able to place their surplus shrubbery and trees where they will be appreciated without disturbing the regular trade. The retail merchants have proved that there is no need of destroying anything that remains on their hands at the season's close."

## Answers to Correspondents



"I wish to make a few Umbrella Catalpas. Will it do to cut the scions from a grafted top of the Bungei and cleft graft a speciosa? At what month and date of the month would you recommend this grafting to be done?"

W. S. N.

The Umbrella Catalpa, known as *Catalpa Bungei* may be propagated by cleft grafting or budding. A good plan to follow is to plant out selected seedling stocks of *Catalpa speciosa*. See that they have good straight stems as it is essential that these formal growing trees should be as near perfect as possible.

The season following, when well established, they may be cleft grafted at the required height, which is usually five to six feet from the ground. The exact time will depend on conditions. As soon as the sap begins to run, in April. Very likely you will have to cut your scions a little in advance and keep them in a cool place until the stocks are ready. The shorter you can get the scions the better. As they usually have very long internodes, that is spaces between buds, and it is always advisable to put the scions on with two sets of buds if at all possible.

Should any of the grafts fail you can then bud the stocks the following August, inserting a bud on each side, so as to get evenly developed heads. The exact time of this operation will also depend upon conditions as to just when the buds will be ready.

#### A METHOD OF BURNING LONG-LEAF PINE STUMPS

A cheap and satisfactory method of disposing of the long-leaf pine stumps of the South has been employed in western Louisiana and eastern Texas. A trench about 8 inches deep is dug entirely around the stump. A 1½-inch hole is then bored, starting near the bottom of the trench and extending downward at an angle of about 45 degrees slightly past the center of the taproot of the stump. The hole is then loaded with a small amount of dynamite; the charge is then tamped and exploded. The dynamite is used simply to crack the stump. From half to a whole stick (¼ to ½ lb.) is sufficient to crack a 20-inch stump so that it will burn without further attention to slightly below the bottom of the trench. The hole in the taproot may be bored by hand or by means of the electric boring machine described in Farmers' Bulletin No. 600.

The advantages of this method over the usual practice of breaking the taproot and throwing the stump out of the ground with dynamite are the great saving in dynamite the elimination of expense in disposing of the pieces of stump, and absence of deep holes to be filled. Burning the stumps in the ground does not appear to injure the soil.—E. D. Strait.

The American Pomological Society will hold its thirty-fourth biennial session at Berkeley, California, September 1, 2, 3, 1915.

Tentative arrangements have been made to run a Pomological or Fruit Grower's special train leaving New York about August 12th and returning about September 15th.



## THE PROPOSED QUARANTINE ON EUROPEAN PINES.

Recently the Federal Horticultural Board, Washington, D. C., issued a notice to the effect that in view of the spread of the European pine shoot moth, an absolute quarantine prohibiting the further importation into the United States of foreign pines was under consideration, and that the Board would hold a hearing February 2nd.

At the suggestion of Mr. Pitkin, Chairman of the Legislative Committee, Mr. Fred W. Kelsey, New York, appeared at the hearing, representing the American Association of Nurserymen, and was the only representative of the nurserymen present, though several letters were read from members in the trade protesting the proposed action of the board in establishing such a quarantine.

The session was a long one, lasting nearly four hours, and the friendly "tilts" between Dr. Hopkins, the Entomologist of the Board, and Mr. Kelsey were quite frequent, but the position of the nurserymen was ably presented and judging by the results, were quite convincing.

The points Mr. Kelsey brought out were:

First: That it would cause great hardship and perhaps unnecessarily so to impose a quarantine at this time when contracts had already been entered into and perhaps some of the stock already on the way to this country, and he asked what could be done under such circumstances and suggested that the members of the Board put themselves in the place of those in the industry or in the forestry business who were relying upon these importations for their own growing or planting this season. And that on account of war conditions the nursery industry was now over burdened with enough troublesome difficulties without unnecessarily adding to the burden by arbitrary action of the Board in imposing further quarantine.

The second point brought out was that the nurserymen and nursery interests were earnestly co-operating with the State authorities all over the country in an earnest effort to exterminate and eradicate any insect pests that might be detrimental alike to the trade and to the country, and

Third: That it would be unjust and unreasonable to impose a quarantine on such short notice without opportunity of being heard, as scarcely any one not appreciating the importance of the proposed action could conveniently at such short notice come to Washington or file papers indicating the other side of the case.

After going over all these points and the correspondence of objection by a number of nurserymen who had sent protests or objections to the Board, and which being read thus became a part of the record, it was manifest that the result of the so-called injury, past, present or prospective was not sufficient to warrant an arbitrary action in establishing quarantine at this time. Even Dr. Hopkins finally recognized and admitted this fact and the Board after full and fair consideration thus unanimously decided. Moreover, Chairman Marlatt announced that there would be no action taken without a further and full opportunity for the nursery interests to be heard and even mentioned that perhaps the action taken would defer further action at least until the summer or possibly until the spring of 1916.

Mr. Kelsey reported his keen appreciation of the fair spirit indicated at this hearing and derived the impression that the members of the Board, both personally and officially, wished to be fair and courteous in every way to the nursery interests.

It seemed to him, however, there was an inclination to give too great heed to the enthusiasm of the entomologists who are inclined, as many believe, to see in "bugology" the possibility of great injury from insects and injurious diseases before there is any tangible evidence that as a practical proposition serious injury will follow. It was shown at the hearing from diligent search through a number of the States, including the nurseries, that only ten instances of the existence of the Pine Moth were discovered and there was nothing to indicate that by care of the State Authorities and the trade why this insect could not be sufficiently controlled. Nor indeed was it shown that the Pine Moth itself was necessarily a cause of great injury as a number of species of this so-called Pine Moth have, as I understood at the hearing, been discovered and are co-existent on Pine trees in many places and for many years.

Since the above hearing the following letter has been received from the Federal Horticultural Board.

February 5, 1915.

The enclosed notice of public hearing on the European pine shoot moth (*Evetria buoliana*) was duly transmitted to you. The hearing of February second fully developed the need of prohibiting further importations of pines from European countries. In view of existing contracts, it has been decided that if this quarantine is issued, it shall be made effective July 1, 1915, so as to not interfere with the business arrangements already completed and permits already issued. An effort will be made to safeguard introductions between now and July first under existing permits, by careful inspection of material entered in co-operation with the State inspectors. Inasmuch as the hearing in question was very scantily attended, it might be desirable, in the interest of publicity, and to get the point of view of all importers and users of imported pines, to publish a statement concerning this proposed quarantine action in your Journal for the advice of all persons interested. The Office of the Federal Horticultural Board will be very glad to receive any information bearing on this proposed quarantine.

Yours very truly,

C. L. MARLATT, *Chairman of Board.*

Editor, National Nurseryman,  
Rochester, New York.

William Pitkin, Chairman of the Legislative Committee urges that all nurserymen having opinions on the subject to promptly communicate with him so that the committee will be able to get a consensus of opinion as to the advisability of permitting without protest such quarantine to be made effective July 1st, 1915.

I. E. Ilgenfritz' Sons Co., The Monroe Nursery, Monroe, Michigan, sent out a very beautiful calendar of the Jonathan apple tree done in colors and pointing to the fact that the Ilgenfritz nursery stock is productive.





From the U.S.D. of A.

### REMEDIES FOR "DAMPING OFF"

*Soil Disinfection Will Minimize Nurserymen's Loss in the Destruction of Young Seedlings.*

Commercial sulphuric acid has been found, by the United States Department of Agriculture, to be an effective remedy for the loss of pine and spruce seedlings from "damping off." It is quite common for the soft tissues of these young seedlings to decay so rapidly soon after sprouting that they disappear sometimes before the nurseryman knows that there is anything the matter with them. So common indeed is loss from this source that many nurserymen import their seedling stock from Europe. This, however, is not only troublesome, but dangerous. The white pine blister rust has already been introduced into this country in this way and continued importations of seedlings are certain to result in the establishment in the United States of other foreign pests.

For this reason the Department attaches much importance to the recent investigations of possible disinfecting agents which will rid the soil of the parasitic fungi which cause "damping off." Of these agents the most satisfactory for commercial use in the majority of cases has been found to be sulphuric acid. Treatment with this acid not only reduces losses from "damping off" but increases germination.

The number of seedlings in treated beds, may be from  $1\frac{1}{4}$  to 10 or even 20 times as great as in untreated beds, depending on how serious the disease is in the untreated beds. At most nurseries, moreover, the treatment also decreases the number of weeds and causes the pines to make a better growth during their first season. At one nursery, jack-pine seedlings have grown three times as high in acid-treated beds as in untreated beds.

The treatment is not expensive, for commercial sulphuric acid can be purchased in quantity at very low rates. At one nursery where careful accounts were kept it was found that the entire cost of the treatment, including labor, materials, and extra waterings, was less than \$5.00 per thousand square feet of bed. On the other hand the saving in the cost of weeding alone, which the treatment made possible, amounted to \$5.30 per thousand square feet.

The sulphuric acid is dissolved in water and applied to the beds with a paraffin-coated sprinkler just after the seed is sown and covered. From  $\frac{1}{8}$  to  $\frac{3}{8}$  of a fluid ounce of acid should be used per square foot of bed, dissolved in enough water to make  $1\frac{1}{2}$  or 2 pints of solution. At some nurseries it is also necessary to water the beds once or twice daily during the germination period to prevent chemical injury to the seedlings. Individual conditions, however, must determine for each nursery whether or not this frequent watering is necessary and exactly how much acid should be used.

Sulphuric acid is now in regular use on the seed beds at nurseries in four Western States, Nebraska, Kansas, Colorado, and New Mexico. Considerable quantities of carbonates, however, are contained in some soils in these

States, their presence being indicated by vigorous effervescence or bubbling when a strong solution of acid is applied. Where this is the case, sulphuric acid is not likely to be effective. In one nursery in Kansas zinc chloride and copper sulphate have been found satisfactory substitutes when used in the same way as sulphuric acid. For zinc chloride  $\frac{1}{2}$  ounce avoirdupois is used per square foot; and for copper sulphate  $\frac{3}{8}$  of an ounce or less. The chloride is less apt to injure seedlings but is more expensive than the copper sulphate. Despite its greater cost, however, it is possible that the zinc chloride may be preferred both to sulphuric acid and to copper sulphate even on soils which do not contain carbonate.

In some Northern nurseries where soil disinfection has not been resorted to, fall sowing has been found to control "damping off" fairly well. At all nurseries where the soil remains frozen during the winter, it is worth while to test sowing just before the soil freezes. Excessive moisture should be avoided in unsterilized seed beds.

Nurserymen who wish to test these remedies should write to the U. S. Department of Agriculture for specific advice adapted to their particular localities.

### BULLETINS OF INTEREST TO NURSERYMEN

*Published by the U. S. D. of A.*

**Growing Peaches: Sites, Propagation, Planting, Tillage, and Maintenance of Soil Fertility.** By H. P. Gould, Pomologist in Charge of Fruit-Production Investigations, Office of Horticultural and Pomological Investigations. Pp. 24, figs. 7; Contributions from the Bureau of Plant Industry. January 23, 1915. (Farmers' Bulletin 631.)

This bulletin is intended for general distribution. Farmers' Bulletins Nos. 632 and 633 continue the general subject of peach growing and treat of other fundamental orchard operations.

**Growing Peaches: Pruning, Renewal of Tops, Thinning, Interplanted Crops, and Special Practices.** By H. P. Gould, Pomologist in Charge of Fruit-Production Investigations. Pp. 23, figs. 19. Contribution from the Bureau of Plant Industry. January 15, 1915. (Farmers' Bulletin 632.)

This bulletin is intended for general distribution.

**Inventory of Seeds and Plants Imported by the Office of Foreign Seed and Plant Introduction during the period from October 1 to December 31, 1912.** Pp. 60, pls. 5. January 23, 1915. (Bureau of Plant Industry, Inventory No. 33. Nos. 34340 to 34727.) Price, 15 cents.

**Blackberry Culture.** By George M. Darrow, Scientific Assistant, Office of Horticultural and Pomological Investigations. Pp. 13, figs. 8. Contribution from the Bureau of Plant Industry. January 29, 1915. (Farmers' Bulletin 643.)

This bulletin is of interest to blackberry growers all over the United States.

**Ice Houses and the Use of Ice on the Dairy Farm.** By John T. Bowen, Technologist, and Guy M. Lambert, Dairyman, Dairy Division. Pp. 24, figs. 11. Contribution from the Bureau of Animal Industry. January 16, 1915. (Farmers' Bulletin 623.)

The use of ice on the dairy farm for the keeping of milk and cream in the best marketable condition is discussed in this bulletin. Plans and specifications for ice houses are given. The bulletin is applicable to dairy sections where natural ice is obtainable.



## DISCOVERING PLANTS

"Of all the passions that possess mankind,  
The love of novelty rules most the mind."

"Something New" Is the one great desire of the nurseryman or florist and real good novelties are scarce, usually they are only produced by long, patient work of the hybridist who merely carries on the work of others. We occasionally get an introduction quite unknown to the horticultural world such as the *Gerbera Jamesoni*, Transvaal Daisy, which leaps into the good opinion of all plantmen as soon as seen but more often like Wilson's discoveries in China they are recorded in botanical works and remain in private collections until some enterprising practical grower takes hold of them and studies their wants until he can propagate and grow them so as to bring out their good qualities and then exploits them in the novelty pages of his catalogue and introduce them to the public.

There are some who would condemn the resurrecting of a forgotten plant and exploiting it as a novelty. To my way of thinking providing there is no deception, it is as meritorious as the actual production of a new plant. For instance the *Gordonia pubescens* has been known since 1774, it is a shrub or small tree, hardy at least as far north of Philadelphia yet still unknown except to comparatively few.

The nurseryman who could succeed in working up a big stock would be a candidate for the honor roll of his profession and no one would grudge him all he made out of it.

That it would be a ready seller there is no doubt, because the beauty and fragrance of the flower wins all who see it. But such aristocrats of the garden require the same study and attention as do blooded stock of any kind to insure success.

Baker Bros., Fort Worth, Texas, are now exploiting the good qualities of *Salvia Greggii*, a plant discovered nearly thirty years ago.

The well known Cosmos so common in the gardens in the fall although known to botanists for over a hundred years was not really discovered until J. Louis Loose, Washington, D. C., started to grow it for the cut flower trade when it speedily won its way into popular favor.

Rose Gardens owe a debt of gratitude to W. A. Manda, for his discovery of the possibilities of *Rosa Wichuraiana* as a progenitor of new roses, and so on with many others.

How many of us have undeveloped gold mines in our woods, back yards and nurseries waiting to be prospected? How many of us have been acquainted with a plant all our lives, but never known its possibilities until some one else grew it to perfection and revealed it to us?

How many plants are there that are still untried in your locality? Some of us whom Anno Domini has been chasing for a long time and who have more use for the wash rag than the comb can recall many plants that were only grown under glass, now flourishing out of doors simply because we know more about them, and we have seen others more enterprising make money from things we had on our own grounds.

It cannot be expected that all plants will prove as adaptable as *Spiraea Van Houttei*, Norway Maple or the Paeony, but there are doubtless many waiting for some

discerning nurseryman to bring them out of obscurity. It may be they are not of themselves worthy of cultivation in their present state but the potential possibilities for hybridizing and improvement by selection and cultivation is enormous. The existence of the Meehan's Mallow Marvels is due to the attempt to improve the wild *Hibiscus moscheutos*, a wild plant that grows by the acre in the swamps of New York, New Jersey, Virginia and other localities.

## THE PACKING OF NURSERY STOCK SHIPPED INTO CANADA.

Ottawa, February 9th, 1915.

Editor, "The National Nurseryman,"

Sir:—

I should be pleased if you would permit me through your columns to call the attention of nurserymen in the United States who are accustomed to ship nursery stock to Canadian customers to an important point that it is necessary to observe in the matter of the materials used for packing shipments of nursery stock, whether they be small baled shipments or large consignments packed in cases.

Hay and straw are largely used as packing materials. In October last, on account of the outbreak of Foot and Mouth Disease in the United States, the Canadian Department of Agriculture promulgated regulations under "The Animal Contagious Diseases Act" to prevent the introduction of this disease into Canada. The importation of hay and straw from the United States was prohibited; this prohibition covered hay and straw when used in packing merchandise. On November 9th, 1914, an Order was passed containing the following clause:

"Straw or hay used in packing merchandise from the United States will be admitted provided the shipment is accompanied by an affidavit that the said straw or hay was harvested prior to the 1st day of August, 1914, and had not been in contact with any infected animal or material."

It has been necessary in accordance with the Department's regulations for the Animal Quarantine Officers in a number of instances to remove at the border hay or straw used as packing in shipments of nursery stock imported into Canada in the absence of the affidavit required under the aforementioned regulation, before permitting the entry of such shipments.

We would, therefore, call the attention of nurserymen to the necessity of either sending affidavits with shipments packed in straw or hay that was harvested prior to August 1st, 1914, or of using some alternative material such as moss or excelsior for packing Canadian shipments. This would prevent any delay at the border or loss of stock in transit due to the hay or straw packing having been removed in accordance with the Foot and Mouth Disease quarantine regulations.

I have the honour to be,

Sir,

Your obedient servant,

C. GORDON HEEVITT, *Dominion Entomologist.*

The nurserymen of New Jersey are desirous of starting an organization. We certainly hope they will succeed because in "unity there is strength."



## Obituary.



### GEORGE C. SEAGER

*Formerly Secretary of the American Association of Nurserymen.*

George C. Seager, formerly secretary of the American Association of Nurserymen, and for many years prominent in the business life of his home city, Rochester, N. Y., died at his home, No. 7, Lake View Park, after an illness of a few weeks, though for some time past he has not been in good health.

Mr. Seager was born in Phelps, N. Y., November 7th, 1863, and received his early education in the public schools of that town, and later graduated from the Syracuse High school, and Syracuse University.



*George C. Seager*

In 1880 he took up his residence in Rochester, and for two years studied law. He then entered newspaper work, in which he continued until 1893, when he became interested in the manufacture of bicycles and bicycle saddles.

Subsequently he engaged in the photographic paper business and organized the Haloid Company of Rochester, acting in the capacity of manager of the company, until he retired from business some three years ago. He was likewise one of the organizers and incorporators of the Union Trust Co., Rochester, and was a director of that institution to the time of his retirement from active business. He was, also, a director of the Rochester Telephone Co., since its organization.

In 1893 Mr. Seager was elected as secretary of the American Association of Nurserymen and served in that capacity until November of 1909, when the death of his brother, Edwin Seager, who largely assisted him in the duties of secretary, made it necessary for him to resign the position. This resignation was accepted with great regret by the association, and at the annual meeting held in Denver, Colorado, June, 1910, the following resolution was offered and adopted unanimously.

### RETIRING SECRETARY

Recalling with deep appreciation the twenty years service rendered by Mr. George C. Seager as secretary of this Association, and greatly missing his genial presence and helpful counsel as well as the happy greeting and pleasant personality of his estimable wife, at this meeting, be it

Resolved, That the American Association of Nurserymen, in convention assembled, do hereby express its high appreciation of the excellent service rendered by Mr. Seager during his long term in office and deeply regret that he felt it his duty to himself and his business to tender his resignation.

We further express to him and his devoted wife our sincere sympathy in the loss of his brother, Mr. Edwin Seager, who has for many years been his efficient assistant, and assure them that they will always occupy a warm place in the memories of the membership of this Association, who wish for them many long and happy years of helpful usefulness among their friends.

Resolved, That the above be made a part of the records of this meeting, and that a copy of same be mailed to Mr. George Seager.

J. H. SKINNER,  
J. W. HILL,  
HERBERT CHASE.

*Committee.*

In 1883 Mr. Seager was married to Miss Augusta B. Hillard, who survives him. A son, Carl Edward Seager, and a daughter, Mrs. Olive Peck, and four grandchildren are living in Phelps.

### SYLVESTER JOHNSON

Sylvester Johnson, Irvington, Indiana, died February 5th, at the age of 93.

Mr. Johnson was always an enthusiastic horticulturist. He was an honorary member of the Indiana State Horticultural Society and at one time president of this organization. He is perhaps best known to nurserymen as an authority on grapes, being the originator of Johnson's Seedling.

### WILLIAM SMITH

William Smith, 1441 Wightman Street, Pittsburgh, Penna., died recently at the age of 82 after having been ill for some time. Born in Germany Mr. Smith came to this country when a boy. He was at one time a very prominent nurseryman in Pittsburgh, retiring about ten years ago. He is survived by a wife and six children.

### INCREASED ACREAGE OF GLENWOOD NURSERIES

The William H. Moon Company, Glenwood Nurseries, Morrisville, Pa., have recently acquired a splendid piece of fertile valley land upon which they intend to grow young ornamental stock.

The new acquisition lies between their present nurseries and the Delaware River, giving them unobstructed access to the river front.

It is proposed to cover the new ground with the Skinner irrigation system. This with the rich river bottom and will make them fearless of the effects of the dry weather on their young stock.



### SOLON W. CALL MEETS FATAL ACCIDENT

At Perry, Ohio, about 7.30 a. m. Eastern time, our fellow nurseryman, Solon W. Call was struck by a fast New York City passenger train, while driving in his automobile over the west crossing in the village on February 22nd, 1915. An eye witness states that Mr. Call drove upon the track, but apparently had just seen the train approaching and tried to stop, but the momentum of his car carried it over, so that the front wheels were on the track of the train—there being four tracks at this point.

The pilot of the locomotive struck the auto square on front wheels. The train was running very fast, making up lost time. The force of the blow seemed to pick the auto up and slammed it round against the side of the locomotive and clear off the ground, and carried it so clinging like for some 75 or 100 feet before it fell, landing in two pieces between the rails of the north track with Mr. Call between. Mr. Call's head was badly cut and one arm broken. The auto a complete wreck.

WICK HATHAWAY, *Madison, O.*

### THE COMING CONVENTION

Miss Ida Tarbell recently spoke before the Civic Club of Rochester, N. Y., her audience numbering over 400 business men. Among other good things uttered by the speaker was this: "You must co-operate or you will not get results;" and this leads us to remark that the executive officers of the American Association of Nurserymen are in full accord with the sentiment expressed by this noted journalist. Whenever a man fails to renew his membership in the American Association he is very likely to get from one to three reminder cards, which bear respectively such injunctions as "The Association is working in your interest: you should give it your support;" "Results can only be achieved by united action," etc.

The Fortieth Annual Convention of this Association will be held in the city of Detroit, Mich., June 23-25th next. In a week or two every member of the Association and every legitimate nurseryman in the United States will receive the "Announcement" of the event, which, in addition to containing much of the details of arrangement, program of speakers and of entertainment, will make an urgent plea for prompt renewal of membership, as well as for responses from those who, whilst daily living in the enjoyment of the privileges and benefits secured for them by this Association, have hitherto turned a deaf ear to our appeals for their co-operation.

That the Detroit meeting is going to be a success no one questions, but it will be a much greater success in point of numbers and influence if every nurseryman who ought to belong responded to this invitation. A fee of five dollars per year is exceedingly small compared with the benefits afforded by a membership.

It is the expectation that a special railroad car will be chartered to convey the nurserymen of Rochester, N. Y., and the immediate vicinity. Those interested should write E. S. Osborne, of Charlton Nursery Company. Final particulars regarding special rates and special car parties will be contained in the "Announcement." In the meantime John Hall, Secretary, 204 Granite Building, Rochester, N. Y., will gladly respond to requests for further information concerning membership, etc.

Jams Padgham is starting a nursery at Old Fort, N. C.

### PEACH YELLOWS

Extracts from Bulletin 61 from the New York State Department of Agriculture concerning Peach Yellows and Little Peach:

"While the causes of the diseases have not been determined, there are, however, many facts on which there is unanimity of opinion."

"The diseases are contagious and spread rapidly from a center of infection."

"Pits from a diseased tree, if they grow, will transmit

### AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

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#### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



the disease."

"Buds from diseased trees inserted in healthy stock produce disease in the following season's growth."

"There are indications that the diseases enter the trees by inoculation through cross-pollination, by wind, insects or otherwise."

"No diseased trees have ever been cured so far as known either by spraying, watering, mulching or fertil-

izing, notwithstanding nearly everything along these lines has been tried."

"No trees have been saved by cutting out an affected portion as has been so effective in the case of fire blight or pears, apples and quinces."

"A healthy tree may be planted in the same place from which an old tree has died from disease without danger of loss."

"Plums, apricots, almonds and nectarines occasionally have symptoms of yellows but not to such a serious extent as peaches."

"Dean Bailey once said in effect that to the commercial orchardist it matters little what the cause of yellows might be, the remedy may always remain the same—digging out and destruction of the diseased trees."

"The cause of these two diseases has been a subject of investigation for many years and up to 1914 is as hidden as ever; in fact but little if any real progress has been made."

"Neglect or even delay of this most important course will surely be followed by the untold losses. On the other hand, there is the definite record of good results obtained from a systematic elimination of diseased trees as shown by the work of the Department under section 304 of the Agricultural Law."

"Growers who are constantly in their orchards soon become, in the course of a few seasons, expert in detecting the diseases; not all, however, acquire the necessary skill. The difficulty of deciding just what to do will soon pass if careful attention is given to all aspects of the problem, and the following suggestions should prove useful."

"The yellows and the little peach diseases can be quite clearly shown in four years. The first year stage appears in a branch or small portion of a single tree. The second year a larger portion of the tree is involved. The third year disease is very conspicuous and the fourth year the trees are dead or nearly so."

"Some difficulty will be experienced by the investigator beginning observation to detect peach diseases. He may think he has found a tree with yellows when the cause of the yellows' appearance may arise from winter injury or other damage to the roots, from cold or excessive wet land, or from borers or other injury."

"The diseases should be sought for and the whole diseased tree at once cut and burned."

The whole may be summed up in a few words—Learn to distinguish the disease, then chop the tree out immediately.

## PRINTING

Catalogues  
Stationery



The Robinson  
Publishing Co.  
Hatboro, Pa.

Business Forms

Specialists in Nursery Printing

Ask for Prices.

We are the printers of this Magazine



OUR

## Spring Bulletin

NOW READY

Showing Boxed Lots ready for distribution from St. Louis and Rochester.

**STRONG on ROSES**

California Privet - ask for copy.

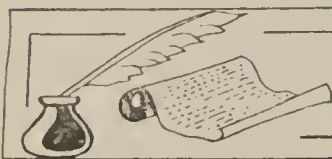
**CHASE NURSERY CO.**

Chase, Alabama

"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR DEC. 1914, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	DECEMBER—				TWELVE MONTHS ENDING DECEMBER—					
	1913		1914		1912		1913		1914	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut...	16,287	192,397	15,788	184,695	297,279	1,858,574	213,419	2,060,485	234,931	2,245,533
		351		2,700		13,279		14,393		15,457
All other.....{ free.....										
.....{ dut.....		149,864		148,383		1,302,379		1,465,914		1,448,181
Total.....		342,612		335,778		3,174,232		3,540,792		3,709,171





### Review, Note and Comment.

In Massachusetts a bill is under consideration to provide that trees, shrubs and other kinds of nursery stock be taxed as personal property, even though planted in the ground the time the tax is levied.

It was explained that the reason for presenting the bill was that a certain nurseryman has made it a practice to go about the state, hiring unused land for small annual rentals, and then to use it for nursery purposes. The result is that the land becomes valuable, but under existing law it must be assessed to the owner of the land, who in many cases receives in rental less than the increased tax on the property.

According to a discussion of forestry experts held at the 34th annual meeting of the American Forestry Association there was considerable doubt raised as to whether it paid to reforest land in the Adirondacks. The records tended to show the actual cost of reforestation for a period of sixty years, including cost of land, planting, taxes and other items, amounted to three times the present value of some kinds of stumpage in this locality.

W. J. McKay, Ltd., architect of Spokane, Washington, is starting an ornamental nursery there.

Please find enclosed \$1.00 bill for another year's subscription to the National Nurseryman. I like your paper very much and could hardly do without it.

Wishing you success, we are,

Yours respectfully,

GERMAN NURSERIES & SEED HOUSE.

Find enclosed \$1.00 for which please send me the National Nurseryman for a year. We sure need it in our business.

Yours truly,

E. W. McCARTNEY.

### DEMAND FOR FLOWER AND GARDEN SEEDS IN BRAZIL.

There is a growing demand in Brazil for flower and garden seeds, the bulk of which have been imported from France, Germany, Portugal, Spain, and other European countries, the United States supplying only a small part. Most vegetables and flowers grown in the United States are easily raised in the Rio de Janeiro consular district, and there is no reason why American growers should not be able, with proper effort, to secure a fair share of the trade.

The principal vegetable seeds imported at Rio de Janeiro are water cress, cabbage and Versaillo lettuce, small and large onions, cauliflower, cabbage of all kinds, spinach, peas, beans, melons, mustard, turnips, Spanish black radishes, red radishes, small and large tomatoes, etc. The varieties of flowers most popular include carnations (mixed), pansies, zinnias, violets, chrysanthemums, flowering vines, etc. Planting is commenced in March and deliveries of seeds are made during January and February, local importers and dealers usually placing their orders abroad during October, November, and December.—*Daily Commerce Reports.*

## Just WHY Our Shrubs Are the Shrubs to BUY

THEY are best to buy because, price considered, their quality is way above the average.

You reply: "It's easy enough to say that they are, but in what way are they?"

We answer: "They are above the average in vigor and quantity of root development."

You ask: "But why are they?"

We answer: "This famous, fertile soil of Chester County, Pa., is ideal for shrub root development and the climate is sufficiently vigorous to give them that sturdiness your shrubs so need for successful planting under varying climate conditions."

No one has finer Barberries. 60,000 plants we offer you, every one grown right here by us, from cuttings of original Japanese stock. Their rice is a mighty attractive one. And so it is on the Viburnum Plicatum. Don't let these two especially items get by you. Send along your orders.

VARIETY		Size
*BARBERRY, Thunbergii, from cutting	-	1 yr., 12 in.
" " " " grown from seedlings	-	2 yr., 12-18 in.
" " " " cuttings:	-	12-18 in.
" " " " " "	-	18-24 in.
" " " " " "	-	3 yr., 2-2½ ft.
VIBURNUM, Plicatum, 20,000	-	1 yr.
(Send for sample)		
" Opulus Sterilis	-	2 yr., 12-18 in.
HIBISCUS, Althaea Banner	-	1 yr., 10-12 in.
" " " " " "	-	2 yr., 2-2½ ft.
" " " " " "	-	2 yr., 2-2½ ft.
" " " " " "	-	1 yr., 10-12 in.
" " " " " "	-	2 yr., 2-2½ ft.
" " " " " "	-	1 yr., 10-12 in.
" " " " " "	-	2 yr., 2-2½ ft.
" " " " " "	-	5 yr., 5-6 ft.
" " " " " "	-	1 yr., 2-2½ ft.
" " " " " "	-	1 yr., 2-2½ ft.
THUYA, Arborvitae Globosa & Pumila	-	1 yr., 3 in. pots
" " " " " "	-	1 yr., 6 in. high
" " " " " "	-	1 yr., 6 in. high
" " " " " "	-	1 yr., 3 in. pots
LONICERA TATARICA ROSEA,	-	
" " " " " "	-	Bush Honeysuckle 1 yr., 12-15 in.
" " " " " "	-	2 yr., 3-4 ft.
" " " " " "	-	3 yr., 4-5 ft.
DEUTZIA, Crenata Rosea Plena	-	1 yr., 12-18 in.
" " " " " "	-	2 yr., 3-3½ ft.
" " " " " "	-	3 yr., 4-5 ft.
" " " " " "	-	2 yr., 10-12 in.
" " " " " "	-	1 yr., 12-15 in.
" " " " " "	-	2 yr., 2 ft.
" " " " " "	-	3 yr., 18-24 in.
" " " " " "	-	1 yr., 12-18 in.
" " " " " "	-	1 yr., 12-15 in.
" " " " " "	-	2 yr., 2-3 ft.
" " " " " "	-	2 yr., 3-4 ft.
" " " " " "	-	3 yr., 3-4 ft.
EUONYMUS, Japonica	-	1 yr., 8-10 in.
" " " " " "	-	2 yr., 1-1½ ft.
" " " " " "	-	1 yr., 6-8 in.
" " " " " "	-	2 yr., 10-12 in.
FORSYTHIA Viridissima	-	1 yr., 18-24 in.
" " " " " "	-	3 yr., 24 in.
" " " " " "	-	3 yr., 4-5 ft.
HYDRANGEA, Arborescens Gr. Alba	-	1 yr., 10-12 in.
" " " " " "	-	1 yr., 12-15 in.
" " " " " "	-	2 yr., 3 ft.
" " " " " "	-	1 yr., 12-15 in.
" " " " " "	-	2 yr., 2-2½ ft.
" " " " " "	-	2 yr., 3 ft. trans.
" " " " " "	-	3 yr., 2-3 ft.
MOCK ORANGE, Phila., Single	-	1 yr., 12-15 in.
" " " " " "	-	2 yr., 2-3 ft.
" " " " " "	-	3 yr., 4-5 ft.
" " " " " "	-	1 yr., 12-18 in.
" " " " " "	-	2 yr., 3-4 ft.
" " " " " "	-	3 yr., 3-4 ft.
RHODODENDRON, Assorted colors	-	
SPIRAEA, Anthony Waterer	-	1 yr., 4-6 in.
" " " " " "	-	1 yr., 6-8 in.
" " " " " "	-	3 yr., 3 ft.
" " " " " "	-	1 yr., 12-15 in.
" " " " " "	-	1 yr., 12-15 in.
" " " " " "	-	2 yr., 18-24 in.
" " " " " "	-	3 yr., 3-4 ft.
" " " " " "	-	2 yr., 2 ft.
" " " " " "	-	3 yr., 3 ft.
" " " " " "	-	1 yr., 18-24 in.
" " " " " "	-	2 yr., 2-3 ft.
" " " " " "	-	3 yr., 3-4 ft.
WEIGELA, Candida	-	1 yr., 12 in.
" " " " " "	-	2 yr., 3-4 ft.
" " " " " "	-	3 yr., 4-5 ft.
" " " " " "	-	1 yr., 8-10 in.
" " " " " "	-	2 yr., 12-18 in.
" " " " " "	-	2 yr., 2-2½ ft.
" " " " " "	-	2 yr., 2½-3 ft.
" " " " " "	-	4 yr., 3-4 ft.
" " " " " "	-	1 yr., 4-6 in.
" " " " " "	-	2 yr., 2-3 ft.
" " " " " "	-	4 yr., 3-4 ft.
" " " " " "	-	2 yr., 2-2½ ft.
BUXUS, Arborescens	-	3 yr., 12-18 in.
PRIVET, California	-	2 yr., 2½-3 ft.

\*60,000 of these Barberries.

:Of more uniform and even growth than seedling stock.

**THE CONARD & JONES CO.**  
STAR BRAND SHRUBS WEST GROVE, PA.



RASPBERRY, fine bushy roots with good tops, St. Regis, Miller, Brandywine.  
 DEWBERRY, Tip plants, Lucretia, Atlantic.  
 BLACKBERRY, Mercereu, Joy, Wonder or Star.  
 GOOSEBERRY, Houghton two year.  
 Also a fine lot grafted Gypsophila Pan. flore plena, 2 year. Terms Cash. Our reference Peoples Bank. Prices on application.  
 SHADY LAWN NURSERIES,  
 HAMMONTON - - - N. J.

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### LANDSCAPE ARCHITECT, Engineer

Twenty years experience in designing, constructing and managing country places, Parks, Cemeteries, etc., wishes to connect himself with large nursery for mutual interest.

Answers to

"RELIABLE," Care of National Nurseryman.

It pays to advertise in this Magazine.

## WILLOWDALE NURSERIES

The Rakestraw-Pyle Company, Proprietors.

Fruit trees, shade trees, evergreens, shrubbery, California Privet, Berberis Thunbergii. A general assortment of well grown nursery stock. We call especial attention to our peach trees, which we have in fine quality, all sizes and best kinds. Elberta, Belle of Georgia, Carman, Champion, Iron Mountain, Foxes Seedling, Crawfords, Smock, Salway Old Mixon, Stump and many others.

Also to our large stock of big trees of  $\frac{3}{4}$  and 4-5 inch caliper. American Ash, White Birch, Catalpas, Elms, Linds, Maples, Oaks, Carolina Poplars, Lombardy Poplars, Sweet Gum, Tulips and others.

Send list of wants for prices

**WANTED—Foreman.** A young man to act as Nursery foreman. Must know fruit, shade and ornamental stock and how to propagate and grow them. Location near Chicago. A good place for a clean, ambitious man; none others need apply. Address

NURSERY DEPARTMENT,

Mooseheart, Ill.

### PRACTICAL NURSERYMAN WANTED.

For outside foreman. One who understands growing stock and can handle men. Good position for right man. State age, experience and salary wanted.

BOX F. NATIONAL NURSERYMAN.

### BOOK-KEEPER AND CASHIER

Twenty years' experience, a clean, agreeable Protestant, married, capable of handling this department of any business.

Thoroughly familiar and competent in opening, closing and keeping books, any system, for Corporations and firms, also, Profit and Loss, Cost, Inventories, Checks, Drafts, Notes, Nursery Stock Records and Special Systems to suit the business.

References cheerfully furnished.

Open for engagement after June 1st.

Correspondence confidential.

Address "B. & C." Care of NATIONAL NURSERYMAN.

### NURSERY AND GREENHOUSES

**FOR SALE 65 ACRES** rich, heavy sub-soil. 14 buildings in good repair, 12-room dwelling, steam heat, telephone, electric lights. Barn 38x50, fumigating house, ice house, lot shed room, gasoline engine, force pump. Three greenhouses, carnation house, nearly new, 18x75, glass 16x24. Other houses, smaller, hot water heat. Clean lot nursery stock, 6000 Maples, large lot Evergreens, Privet, Barberries. 10 acres in nursery stock, 8 acres in vegetables. Large Apple and Peach Orchard. Six cows, 3 horses, 8 hogs, 100 fowls. Wagons, all tools, etc. 25 miles from Boston. Owing to death of proprietor, will sell for \$12,000. A going place, good home trade. For further particulars apply to

M. H. NORTON,

978 Blue Hill Ave., Dorchester, Mass.

### THE 1909 YEAR BOOK OF THE UNITED STATES DEPARTMENT OF AGRICULTURE AND OTHER AUTHORITIES RECOMMEND THE FOLLOWING PLANTS USEFUL TO ATTRACT BIRDS AND PROTECT FRUIT, viz.

Alder Blk.—Ilex verticillati  
 Arrow-Wood—Viburnum dentatum  
 Ash Mountain—Pyrus Americana  
 Ash Mountain—Pyrus Aucuparia  
 Barberry—Berberis Vulgaris  
 Bayberry—Myrica cerifera  
 Bearberry—Arct Uvaursi  
 Billberry—Dwarf-Vaccini. caesp.  
 Birch—Betula alba  
 Bittersweet—Celastrus Scandens  
 Blackberry—Rubus canadensis  
 Blackberry—Rubus laciniatus  
 Blackberry—Rubus villosus  
 Blueberry—Vaccin. corymb. and V. Penn  
 Buckthorn—Rhamnus alnifolia  
 Buckthorn—R. Cathartica-hedges  
 Buffaloberry—Shepherdia canadensis  
 Cedar Red—Jun virginiana  
 Cherry—Prunus padus  
 Cherry Bird—P. Pennsylvanica  
 Cherry Black—Prunus Serotina  
 Choke Cherry—Prunus virginiana  
 Coralberry—S. vulgaris  
 Cranberry H. Bush—Viburnum opulis  
 Currant Blk.—Ribes floridum  
 Currant Blk.—Ribes lacustre

Currant Red—Ribes aureum  
 Currant Red—Ribes rubrum  
 Dangleberry—Gay. frondosa  
 Dogwood—Cornus alternifolia  
 Dogwood—Cornus florida  
 Elder—Sambucus canadensis  
 Elder—Sambucus pubens  
 Grapes-Fox—Vitis labrusca  
 Grapes-Frost—V. vulpina  
 Grapes Summer—Vitis aestivalis  
 Grapes Chicken—Vitis cordifolia  
 Greenbrier—Smilax rotundifolia  
 Gum-Sour—Nyssa Sylvatica  
 Hackberry—Celtis occidentalis  
 Hawthorne—Crataegus Mollis  
 Hawthorne—C. Crus-galli-hedges  
 Hawthorne—Crataegus cordata  
 Hawthorne—Crataegus coccinea  
 Hercules Club—Aralia spinosa  
 Hobblebush—Viburnum alnifolium  
 Holly—Ilex-opaca  
 Honeysuckle—Loni. Sempervirens  
 Honeysuckle—Lonicera alberti  
 Honeysuckle—Lonicera tatarica  
 Huckleberry—Gayluss. resinosa  
 Juneberry—A. botryapium  
 Juneberry—A. Canadensis

Juniper—J. communis  
 Mulberry-Russ.—Morus-Tartarica  
 Osier Red—Cornus stolonifera  
 Partridge-Berry—Mitchella repens  
 Privet—Ligustrum-ibota  
 Raspberry—Rubus occidentalis  
 Raspberry—Rubus strigosus  
 Raspberry—Rubus odoratus  
 Rose Meadow—Rosa blanda  
 Rose Dwarf Wild—Rosa humilis  
 Rose-Michigan—R. Setigera-climber  
 Rose-Swamp—R. carolina-bush  
 Sarsaparilla—Aralia nudicaulus  
 Sassafras—S. varifolium  
 Sheepberry—Viburnum lentago  
 Sheepberry—Blackhaw—V. prunifolium  
 Silverberry—Elaeagnus angustifolia  
 Silverberry—Elaeagnus argentea  
 Snowberry—S. racemosus  
 Spicebush—Benzoin  
 Sumach—Rhus aromatica  
 Sumach—Rhus glabra  
 Trumpet Creeper—Tecoma radicans  
 Virginia Creeper—Amp. Var. Engelmanni  
 Wahoo—Euonymus atropurp.  
 White Fringe—Chionanthus vir.  
 Withe Rod—Viburnum cassinoides

We desire wholesale prices on ANY or all of the above (three year old shrubs and Vines, and trees about six feet,) that can be supplied in quantities for a large planting. Advise by mail only, amount you can furnish of any kind stated and best price on each variety, properly packed F. O. B. cars at point of shipment.

Address:

SAGINAW BOARD OF TRADE,

Saginaw, Michigan

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## 20,000 Pear Trees

Budded on 7-12 mm. French stock, including Angouleme (Duchess), Anjou, Bartlett, Clapp, Keiffer, Seckel, Wilder, Worden. Superior trees in size, vigor and hardiness.

### Montmorency Cherry Trees

(on Mazzard) one and two-year buds. Extra good for city trade; 1 to 1½ inch trees.

All my trees are grown in the famous Genesee Valley fruit section. Write for quotation on Pears, Cherries, or Apples, in quantity.

SAMUEL FRASER,

Geneseo, N. Y.

## STRAWBERRY PLANTS

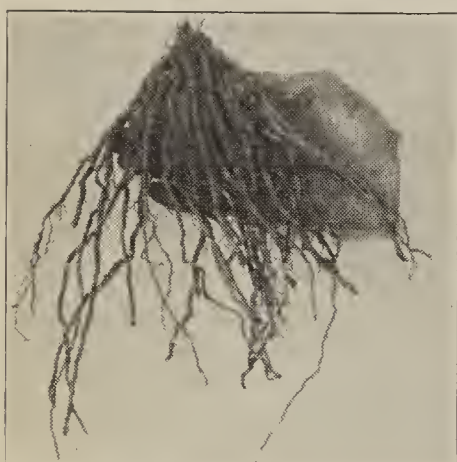
### 35 VARIETIES

Valuable Catalogue Free.

Special Prices to Nurserymen. Write

**MAYER'S PLANT NURSERY,**

MERRILL, MICH.,



### Asparagus Roots

Large, heavy crowns with numerous buds; roots long, plump and vigorous. Our 1 yr. plants are as large as average size 2 yr. plants, owing to our exceptional soil and long growing season large enough to satisfy customers who want big 2 yr. plants. U. S. Dept. Agr., Farmers' Bulletin No. 61, says: "1 yr. crowns to be preferred. Has been proved produce larger and more valuable crops than either 2 or 3 year olds."

Conover Colossal Asparagus 1 yr. old roots \$2.75 per M.

### Strawberry Plants

Ozark Mountain grown. Our Stark City soil produces wonderful roots, heavy, long, spreading. Over seven million strawberry plants; 30 best varieties.

### 1 and 2 Year Apple, Etc.

Send for list of varieties and prices on all fruit trees, berry bushes, roses, ornamentals, Perfection Currant, Oregon Champion Gooseberry, Etc. Extra quality, Stark City grown. Samples on request.

**WM. P. STARK NURSERIES,**

NEOSHO

MISSOURI

## TRADE DIRECTORY

New 1914 Edition

Price \$3.00, Postpaid

**NATIONAL NURSERYMAN PUB. CO. Inc.,**

ROCHESTER,

N. Y.

## GRAPE CUTTINGS

Chas. C. Nash, Three Rivers and Kalamazoo, Mich.

## GREEN NURSERY CO.

Garner, N. C.

We offer a general variety of *MULBERRY TREES* at the lowest wholesale prices. Write for our trade lists and let us send you samples.

## Native Plants and Trees

### Rhododendron Maximum a Specialty

Write for Price List

**CHAS. G. CURTIS,**

CALLICOON, Sullivan County, New York.

### GREENSBORO PEACH TREES

70,000 LIGHT PEACH AT BARGAIN PRICES

Greensboro, Elberta and other desirable varieties. We are the introducers of the Greensboro peach. Buy from the originators and get the genuine. We also introduced the Connets Southern Early and Oklahoma Beauty leaders in their season. General line of Nursery stock. Address

**GREENSBORO NURSERIES,**

JOHN A. YOUNG & SONS,

Greensboro,

N. C.

## We offer for Spring 1915

ELM, MAPLE, HACKBERRY, ASH, CATALPA, WILD BLACK CHERRY, SYCAMORE, CAROLINA POPLAR, HONEY LOCUST, FRUIT TREES, SHRUBS AND ROSES.

In car lots. All sizes.

GET OUR PRICES

### FREMONT NURSERIES

**B. E. FIELDS & SON.**

FREMONT

NEBRASKA

## Write for Prices on

APPLE, One Year No. 1.

40,000 Trees in assortment.

3,000 BALDWIN, 5-6 ft., No. 1.

4,000 N. SPY, 4-5 ft., No. 1.

CAROLINA & LOMBARDY POPLAR, 2,500, 8-10, 10-12, 12-14 ft.

WANTED—Cherry and Plum, 2 yr.

**LOUIS M. EMPIE,**

Johnstown, - - - - - N. Y.

### WANT LIST

We are on the market for Apple Trees.

Please quote us on Two Year WILLOW TWIG, in Grade from 5/8 up. Buds or Grafts.

**FINLEY & WINDMILLER,**

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**ROSES**

**CANNAS**

**SHRUBBERY**

**Conard & Jones Co.**

**West Grove, Pa.**



# P. OUWERKERK,

No. 216 Jane St., Weehawken Heights, Hoboken, N. J.  
Rhododendrons, Clematis, H. P. Roses, Hardy Azaleas, Paeonies, Magnolias, Box Trees, Fancy Conifers, Hydrangeas and Shrubs, our specialties at our HOLLAND NURSERIES. Some of the goods on hand here during the packing season.

## EUONYMUS VEGETUS

The rarest evergreen climber, common name  
EVERGREEN BITTERSWEET  
Specimen Arbor Vitae, Norway Spruce, and Hardy Phlox in best quality, can supply in carload lots, get sample and prices.

**ADOLF MÜLLER**

DeKALB NURSERIES

Norristown, Pa.

## 30,000 One Year Peach

To offer Spring 1915 in good assortment, these are extra fine trees, 7-16 and up, mostly in heavier grades, nice straight and smooth, good height and well branched. Special prices in carload lots.

**EASTERLY NURSERY CO.**  
CLEVELAND, TENN.

## SAFETY—FIRST

order your

Azaleas, Boxwood, Evergreens, Rhododendrons, Maples, Roses, etc., etc., from

**H. Den Ouden & Son**

"The Old Farm Nurseries" Boskoop, Holland

## Peach Trees and Strawberry Plants

all leading market sorts for Spring, 1915.

**MYERS & SON,** - Bridgeville, Del.

## BLACK BERRY ROOT CUTTINGS

One million surplus of Early Harvest cuttings, No. 1 at Half Price to close out quick. Select young, vigorous and healthy stock, all calloused and ready to start.

**GRAY'S NURSERIES**

SALEM, IND.

Dept. N.



EVERY SATURDAY

Advertising Space, \$1 Per Inch Subscription, \$1 Per Annum  
Under this title we publish the most reliable, progressive and up-to-date trade paper in the country, with departments covering the Nursery, Florist, Seed Trade and Allied Industries. With a paid up subscription and distribution list of 9000 copies, nearly every copy of which is to men in business for themselves the worth of our columns will be readily appreciated. The editor of our Nursery Department is and has been for years, JOSEPH MEEHAN, of Philadelphia.

For sample copy, discounts, etc., address

The Florists Exchange, P. O. Box 1697, New York City.

## THE SIMPLEX TREE BALER

Bales in twenty-seven States. Price \$16.

**L. F. Dintelmann** - - - Belleville, Ill.

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## CAMPBELL IRRIGATION

We lead the world in overhead irrigation of all kinds. Send for revised edition of our booklet "Modern Irrigation" and literature describing our circular irrigation sprinklers, the Campbell Automatic and Campbell Turbo-Irrigator, and the new Automatic Oscillator for overhead pipes.

**J. P. CAMPBELL,**  
210 Union Terminal Building,

Jacksonville, Fla.

## THE AUDUBON NURSERY

OFFERS TO THE TRADE FOR FALL AND SPRING 1914-1915, NORWAY MAPLES, PIN OAKS, LOMBARDY POPLARS, ORIENTAL PLANE, LILACS IN VARIETIES, IBOTA PRIVETS.

Send us a list of your requirements. We quote low Prices.  
P. O. Box 731, - - - Wilmington, N. C.

## RED OAK ACORNS

New crop—prime—fresh, excellent quality. Collected in Northern Illinois. Have between 40 to 50 bushels still on hand—price while they last \$2.00 per bushel (50 pounds). 10 bushels \$18.50.

Also complete stock Evergreen Tree Seeds. Write for price list.

**THE D. HILL COMPANY,**

Box No. 401

DUNDEE, ILLINOIS

15,000 One Year and Two Year transplanted Trees and Shrubs

ORIENTAL PLANES, LOMBARDY POPLARS, OAKS, ELMS, BERBERRY, Etc., Etc.  
CHIONANTHUS VIRGINICA & CATALPA SPECIOSA SEED

Send a list of your needs and get samples at our expense.

**JAMES R. GILLIN,** Nurseryman,

AMBLER

PENNA.

## Hardy Ferns

## 7 named varieties

Illustrated descriptive list mailed free.

**Ludvig Mosbæk,** Ferndale, Askov, Minn.

Stock your nurseries now with the best hardy Evergreens and Ornamentals. We carry a tremendous assortment.

**FELIX & DYKHUIS**  
BOSKOOP HOLLAND



Is n't it a pity Uncle how they neglect their gardens?

## Wanted--Wragg Chenys

From 5 M to 1 car load, one and two years old.  
**WOODBINE ORCHARDS AND NURSERY**  
W. G. BREWER, Prop. Manzanola, Colo.



**40 ACRES** solid to Superior. Progressive, American and other best everbearers. Get acquainted offer for testing. Send us 10c for mailing expense, and we will send you 6 high quality everbearing plants (worth \$1) and guarantee them to fruit all summer and fall, or money refunded. Catalogue with history FREE if you write today.  
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Box 162 OSAGE, IOWA



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Offer to the Trade

APPLE, Peach, Pear, Plum and Cherry Trees,  
APPLE SEEDLINGS, Apple Scions, Forest  
Seedlings.

ASH, BOX ELDER, ELM, SOFT MAPLE, MULBERRY  
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Large Stock of Shade Trees

Any Style of APPLE GRAFTS Made to Order  
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FRUIT AND SEED FARMS

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GRAPE VINES—One and two years old. Varieties  
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Also Scarlet or Crimson Clover Seed and Cow Peas.  
Free from weed seeds, all recleaned and guaranteed  
first class.

Correspondence solicited. Price list upon request.

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For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite,  
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surpassed.

Samples and prices are at the command of a  
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# Fumigation with Hydrocyanic Acid

Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose  
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Manufactured by

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High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
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Send for Price List

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BINDINGS  
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KINDS

NEW Descriptive Catalogues  
READY MADE Plate Books  
and PROMPT SERVICE

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IN CAR LOTS ALL SIZES  
GET OUR PRICES

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Greenbrier, Tennessee

**V.G.'S** **VERY GOOD**  
HARDY NURSERY STOCK SUCH AS  
AZALEAS, BUXUS,  
CONIFERS, EVERGREENS,  
PAEONAS, MAGNOLIAS,  
RHODODENDRONS,  
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Offered by

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## TOPEKA, KANSAS

### APPLE and PEAR SEEDLINGS

### APPLE and PEAR GRAFTS

Apple Trees, 2 year Grafts and Buds, Cherry, Peach, Plum,  
Kieffer Pear 2 years.

Gooseberries, Grapes, Blackberries, Cumberland Raspberries,  
Flowering Shrubs.

Shade Trees--Catalpa Bungei, straight and smooth.

Can supply 5 feet, 5½ feet, 6 feet, and 6½ feet stems.

Bechtels's Flowering Crab, Elm, Horse Chestnut, Honey Locust,  
Kentucky Coffee, Maple, Cut Leaved Maple, Mountain Ash,  
Carolina Poplar, Volga Poplar, Tulip Poplar,  
Sycamore, White Walnut.

Forest Tree Seedlings--Catalpa Speciosa, Elm, Maple, Honey Locust,  
Black Locust and Osage.

### Apple Seedlings

¼ inch and up, branched roots.

3-16 inch and all up, straight  
roots, (strong).

¼ inch, Special Grade, more or  
less branched, will make  
fine budding stock.

No. 2, straight roots, heavy  
grade.

No. 3, straight and branched  
roots.



### Japan Pear Seedlings

No. 1, 3-16 inch and all up.

No. 2, strong grade.

### Roses New and Roses Old

SUMMER GROWN ON OWN ROOTS

2½ inch for lining out

4 inch for short lists

THE LEEDLE FLORAL COMPANY®  
SPRINGFIELD-OHIO.

### Climax Peach Seed Planter.

Have doubled cup chain and drops seed 2 inches apart  
nicely. Price F. O. B. Lynchburg, Va., \$50.00.

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Gen. Delivery

N. C.

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Our Mr. Henry Kallen has again arrived in order to make  
his annual call on the trade. Army service compels him to  
call earlier than usual. Kindly address all correspondence  
care of MALTUS & WARE, 14 Stone, New York. We solicit  
your further confidence and orders.

KALLEN & LUNNEMANN, Boskoop, Holland

### BLACK CURRANTS

A quantity of Black Naples Currant and currant cuttings  
one and two years.

W. B. COLE, - Painesville, Ohio

### SURPLUS

In 2 Year Old

Std. PEAR, PLUM, and APPLE.

LEADING VARIETIES

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### GENERAL LINE OF NURSERY STOCK.

Fruit Trees, Ornamental Trees and Shrubs and Small  
Fruits. Large assortment of Apples and Peaches at low  
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GENEVA

NEW YORK

### One and 2-Year Old Concord Grapes

Extra Fine, cheap by the 1000.

California Privet and Berberry for Hedging.

Ampelopsis Veitchi, 2 years, cheap in quantity. St. Regis Raspberry  
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Large assortment of Tree, Shrub and Fruit  
Seeds for ornamental and forestry pur-  
poses. Send for catalogue.

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Germantown, Philadelphia, Pa.

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TREE AND SHRUB SEED  
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A SPECIALTY

J. F. Von Hafften, Consulting Forester

Winfield Junction, L. I., N. Y.

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## CALIFORNIA PRIVET.

Two years, 2 to 3 feet and 3 to 4 feet. Three years, 3 to 4 feet and 4 to 5 feet. All well branched, bright and clean. The two and three year grades have been cut back one or more times. Very attractive prices; especially for car lots.

### Amoor River Privet

One year, extra fine, 12 to 18 inches.  
Two years 1½ to 2 feet and 2 to 3 feet.

### Berberis Thunbergii

Transplanted, stock plants, 9 to 12 inches and 12 to 18 inches.

J. T. LOVETT,

Monmouth Nursery,

LITTLE SILVER, N. J.

## The Westminster Nursery

Westminster, Md.

J. E. Stoner, Prop.

We offer for Spring 1915

Peach, 1 yr. Buds, 35 varieties

Apple, 2 yr., all grades

Apple, 1 yr. Buds

Asparagus, 1 and 2 yr.

California Privet, 1 and 2 yr.

Carolina Poplars, 8 to 16 ft.

Can supply the above in car lots or less, also Downing, G. B. Ruby and Miller Red Raspb., Catalpa Spec. Seedlings, Barberry Thunbergii, Magnolias, Hydrangeas, P. G. Japan Maple, Red Leaf Spireas and Deutzias in asst. Evergreens, N. Maple, Etc.

Please submit list of wants for prices.

We offer N. C. Natural Peach Seeds, Crop 1914.

## WE OFFER

Grape Vines, Currants and Gooseberries

in all varieties and grades

—also—

Grape and Currant Cuttings and Light  
Grade of Vines for Lining Out  
in Nursery Rows

WRITE FOR PRICES

F. E. SCHIFFERLI, Fredonia, N. Y.

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VINCENNES, IND.

W. C. Reed, Prop.

We are pleased to offer the following in carload lots or less

CHERRY—Two year, leading sour varieties.

CHERRY—One year, sweets and sours.

STANDARD PEAR—Two year, one of the best blocks we have grown strong on Bartlett.

APPLE—Two year buds, XX fancy stock.

APPLE—Two year grafts and one year buds.

PEACH—One year, all leading varieties.

General line of other stock in smaller quantities.

Call and inspect our stock en route to or from the Convention.

We are now ready to quote lowest prices on  
FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade list ready.

The Willadean Nurseries

Sparta, Ky.

## Foster-Cooke Co.

Nurserymen

Fredonia, N. Y.

Growers of

Grape Vines, Gooseberries  
and Currants

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We are long on Gooseberries, 1 and 2 year; Niagara, 1 year; Worden, 1 year; Mo. Ely, 1 year; Fay Currants, 1 and 2 year.

Write for special prices.

We have a splendid stock of

# Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

WILLETT & WHELOCK

North Collins, N. Y.



# JUST RECEIVED SEVERAL CARLOADS

We have imported from our connections in France several carloads of nursery-stock, consisting in a most general line of Conifers, Evergreens, Shade and Ornamental Trees and Shrubs, **for lining out.** Every box is opened by us on arrival, carefully inspected, and reshipped to our customers. Nurserymen not importing enough to secure carload rates, should take advantage of this, and send for our list at once.

**Our list of Surplus Stock** has been mailed to the trade. If you have not received a copy, write us to-day. We have an unusual fine stock of

Altheas	Cotoneaster	Jasminum	Roses
Ampelopsis	Deutzias	Kerrias	Spiraeas
Aristolochia	Dogwood	Ligustrum	Tamarix
Berberis	Evonymus	Loniceras	Viburnum
Box for Edging	Forsythias	Paeonias	Weigelias
Coryllus	Hydrangeas	Philadelphus	Wisterias

We have a surplus of one year old Apple in the following varieties; Ark Black, Delicious, Jonathan, Newton, Rome Beauty, Spitzenburg, Stayman's Winesap, and Winesap. Also a beautiful block of one year old Pear, Anjou, Bartlett, Comice, Clapp's Favorite, Flemish Beauty, Winter Bartlett and Winter Nellis.

*Home Grown French and Japan Pear Seedlings.*

**ORNAMENTAL & FRUIT NURSERY CO., Inc.**  
**John Ryken, Manager.** **Wapato, Washington.**

## Griffith's Surplus

Grapes	Currants	Gooseberries
Agawam	Cherry	Houghton
Catawba	Fay	Downing
Champion	Wilder	
Concord	Black Champion	
Diamond	Black Naples	
Salem	Lee's Prolific	
Worden		

This stock is graded to the highest standard and guaranteed right. Can ship on short notice.

Send in your want list.

**R. B. GRIFFITH,**  
**FREDONIA, N. Y.**

## A. HAMILTON & SONS, Bangor, Mich.

### OFFER IN 2 YR. APPLE

11-16 in. up	5/8 in.-11-16 in.	1/2 in.-5/8 in.
1600 Baldwin	2000	2000
600 Duchess	2000	2000
Grimes Golden	500	500
Greening, R. I.	240	160
Hubbardston	250	90
700 Spy, Northern		500
1500 Stark	1500	1500
Wagner	350	500

1 yr. 3 1/2 ft. up  
 340 Grimes Golden 145 Baldwin 100 N. Spy  
 60 Wagner 30 in. up.

### 2 YR. STANDARD PEAR

11-16 in. up	5/8 in.-11-16 in.	1/2 in.-5/8 in.	3/8 in.-1/2 in.
900 Bartlett	2000	2180	1660
500 Clapps Favorite	300	240	300
300 Kieffer	200	100	60
4000 Houghton 1 yr. 1, 2000 Houghton 1 yr. 2, 3000 Downing			
1 yr. 1, 10,000 Houghton Layers, 225 Black Naple Currant			
2 yr. No. 1, 130 Victoria Currant 2 yr. 1.			

Standard Grades.

Low Prices

## FOREST CITY NURSERIES. ORNAMENTAL EVERGREENS

MUGHO PINE SEEDLINGS	3 and 4 years
"	TRANS. 8 to 10 in. high
"	" 12 to 15 in. broad
"	several times trans. 1 1/2 ft. broad
"	" 2 ft. broad
"	" 2 1/2 ft. broad

White Spruce Seedlings 4 to 6, 6 to 8, 8 to 10 in.

" Trans. 4 to 6, 6 to 8, 8 to 10, 12 to 15 in.

Trailing Juniper (Jun Pros.) Trans.

8 to 10, 12 to 15 in. spread

Fine Specimens several times trans. 3 to 4 up to 7 to 8 ft of BLUE SPRUCE, CAROLINA HEMLOCK, R'k Mt. SILVER FIR & HEMLOCK, MUGHO PINE, 3 ft. broad.

Estimates free.

Trade list free.

**H. A. JACKSON, 144 Westbrook St. Portland, Me.**

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Spring 1915

General Line of Nursery Stock

200,000 Dwarf and Standard Roses: Perpetuals, Chinas, Polyanthas, Climbers, Teas, Hybrid-teas, etc.

Amphelopsis, Wistarias, Ivies, Hydrangeas, Hortensias, Magnolias, Ivies, Laurels, Aucubas. All varieties and Sizes of Conifers.

50,000 California Privet, 4-6 feet, also Golden Privet.  
 500,000 Rosa Canina Briar Seedlings, etc., etc.

Ask for General Catalogues.

**BUYL BROS., "The Greatest Nurseries"**

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Belgium

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Nurserymen and Florists

## RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants, **INSPECT**  
Conifers, Shade and Ornamental Trees **INVITED**  
ASK FOR WHOLESALE CATALOGUE

Place your orders now for

**EVERGREEN**

## Seedlings and Transplants

Choice stock for lining out and commercial planting.

Write for our catalogue and save money.

**The North-Eastern Forestry Co.**

Cheshire, Conn.

## HEADQUARTERS

....FOR....

### Oregon Champion Gooseberry and Perfection Currant

Attractive prices made now for Advance Orders

—also—

A very complete line of general Nursery Stock, including a choice assortment of one year Budded, and two year Apple and Pear.

Correspondence solicited.

**Portland Wholesale Nursery Co.**

301-302 Stock Exchange Bldg., Portland, Oregon

## SCARFF'S NURSERY



### Headquarters for Small Fruit Plants

1200 Acres "At it 25 Years"

Strawberries  
Raspberries  
Blackberries  
Dewberries

Currants  
Gooseberries  
Grape Vines  
Privet

Rhubarb  
Asparagus  
Horseradish  
Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

**W. N. SCARFF**

New Carlisle,

Ohio

## Keene Forestry Association

Keene

N. H.

Forest Tree Nurseries

Conifers only

Seedlings and Transplants

**MILLIONS OF WHITE PINE, RED PINE**

**and NORWAY SPRUCE**

Write us for price list

## WICK HATHAWAY

Dept. 3.

Madison, Ohio.

Offers the Trade for Spring 1915

Eldorado, Blowers, Mersereau, Lucistia Dewberry and other Blackberry R. C. Plants. St. Regis, Herbert, Perfection, Ruby, London, Marlboro, Eaton, Miller, and Cuthbert (Red). and Golden Queen (Yellow)—also Royal Purple Cumberland, Haymaker and Shaffer's Colossal, (Purple,) Cumberland, Gregg, Kansas and Plum Farmer, (Black.) Raspberry plants—Canes, Tips and Transplants, grown on contracts—also Strawberry plants of leading variety, including best Fall Bearing sorts—*Finer* rooted plants never grew than are grown at "Fertile Acres Farms," Send for prices and TRY HATHAWAY FIRST.



## The Commercial Nursery Co.

WINCHESTER, - - - - - TENN.

We offer Peach Trees, Apple and Plum Trees, good assortment. Send us your want list and let us quote you prices on what you need. We can ship by the Car Load. Leading varieties of Pecans grown at our Florida Branch.

## FRUIT TREES

**R O S E S**

**MANETTI STOCKS**

in heavy quantities

Please write direct as we have no agents.

*Catalogue free on application*

**S. SPOONER & SONS,**

The Nurseries,  
Est. 1820

Hounslow,  
England

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists, let us est.



# ORNAMENTAL STOCKS

NURSERIES

420 ACRES

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

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**BARBIER & CO., Successors**

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Send for 16 page Prospectus

Containing complete description. Everything newly written, up-to-date and beautifully illustrated in colors and sepia.

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Livingston Building

Rochester, N. Y.

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Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

½-inch, ¾-inch, 1-inch and wider, cut to any length from 8 inches to 72 inches, at lowest possible prices. Have, sometimes, bargain lots of steel strapping, 1-inch to 1½-inch wide, random lengths. : : :

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COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

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**You Can Save Time And Money**

If you use our neatly packed

## SHEET NURSERY BURLAP

Put up in Bales

In various size sheets ranging in sizes from 24x24 to 40x40 inches.

Write for Particulars

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For Nurserymen and Florists are Excelled by None

Plain, Painted, Wired with Tinned or Copper Wire and

**PRINTED IN ANY MANNER** that may be called for

Prices as low as *First-Class Work and Unequalled Promptness in Delivery will justify.*

**THE BENJAMIN CHASE CO.**

DERRY, NEW HAMPSHIRE

P. O. Address, Derry Village

Western Union Telegraph





There are over 80,000 Norway Maples in this one block.

## Counting Them up by the Million.

A reference in general terms to a million dollars, a million trees, or a million anything is trite; but a direct statement, backed by the goods themselves, make a truth that "gets by" every time.

Come to Berlin and we will show you Peach trees and Apple trees by the million; specimen Norway Maples by the hundred thousand; ornamental trees of various kinds in the blocks so big that you won't care to walk around them. We will show you a hundred acres of fruiting peach trees, that produced record-breaking crops in 1913 and 1914. All this, and a great deal more, is here at Berlin on the 2500 acres we own. We have the goods to back these statements.

We are ready now to begin shipping fruit and ornamentals in any quantity. If the list here shown does not contain the stock you are likely to need, write us - or wire if in a hurry. Someone is on the job all the time and your inquiry will be taken care of quick.

### PEACHES, One-Year, Budded.

	6-7 ft.	5-6 ft.	4-5 ft.	3-4 ft.
Belle of Georgia .....	5000	20000	20000	3000
Beers' Smock .....	500	2000	2000	500
Carman .....	500	6000	9000	3000
Chairs' Choice .....			2000	2000
Champion .....	500	5000	15000	2000
Crawford Early .....	2000	5000	9000	3000
Crawford Late .....	2000	12000	26000	3000
Edgemont Beauty .....	200	1000	1000	1000
Elberta .....	1000	20000	20000	3000
Engle's Mammoth .....	200	1000	1000	1000
Geary's Hold On .....	1000	2000	1000	1000
Greensboro .....	500	4000	15000	9000
Hiley Early Belle .....	500	2000	5000	2000
Kalamazoo .....	200	1000	1000	1000
Mamie Ross .....	1000	3000	10000	2000
Mayflower .....	200	2000	2000	1000
Moore's Favorite .....	200	1000	2000	1000
Mt. Rose .....	100	500	2500	1000
New Prolific .....	100	1000	1000	900
Niagara .....	100	1000	1000	900
Old Mixon Free .....	500	1000	4000	1000
Ray .....	5000	12000	9000	3000
Reeves' Favorite .....	300	1000	1000	500
Salway .....	200	2000	2000	1000
Slaphey .....	300	1000	5000	1000
Stump .....	1000	3000	3000	1000
Wonderful .....	300	2500	1500	1000
Yellow St. John .....	200	600	2000	1000

### CRAB APPLES

	1 1/4 in.	1 in.	6-7 ft.	5-6 ft.
Golden Beauty .....	50	50	50	
Martha .....		50	50	
Transcendent .....	50	100	100	

### KIEFFER PEARS, Two-Year, Budded.

	1 in.	6-7 ft.	5-6 ft.	4-5 ft.
3-year .....	3000	3000		
2-year .....	5000	15000	5000	5000
1-year .....		1000	5000	5000

### APPLES, One-Year, Budded

200 A. G. Russett	45,000 McIntosh
500 Albemarle Pippin	1,000 Nero
1000 Alexander	6,000 Northern Spy
5000 Baldwin	650 P. W. Sweet
500 Bonum	600 Rambo
1000 Ben Davis	350 R. I. Greening
400 Bismarck	2,000 Red Astrachan
300 C. R. June	870 Rome Beauty
1000 Delicious	250 Smokehouse
370 Early Harvest	2,600 Spitzenburg
1000 Fallawater	6,000 Stark
1000 Fameuse	50,000 Stayman
500 Fourth of July	200 Strawberry Chenango
1000 Gano	4,000 Summer Rambo
800 Golden Sweet	250 Sweet Bough
2000 Gravenstein	500 Talman's Sweet
1000 Grimes Golden	1,900 Wagner
1400 Hubbardston	2,000 Wealthy
1000 Jonathan	7,200 Winesap
2,400 King	9,300 Winter Banana
2,500 Lowry	2,600 Wolf River
2,200 Maiden's Blush	6,200 York Imperial
51,000 M. B. Twig	

### APPLES, Two-Year, Budded.

	1 1/4 in.	1 in.	6-7 ft.	5-6 ft.
Baldwin .....	1000	5000	25000	5000
Ben Davis .....	200	500	500	500
Dominie .....		100	100	
Fallawater .....	50	50	150	50
Gano .....	200	500	500	500
Gravenstein .....		100	500	200
Jonathan .....			1000	500
King .....	100	100	500	100
M. B. Twig .....	1000	3000	20000	3000
McIntosh .....	1000	2000	5000	2000
Mo. Pippin .....	50	50	200	
Myrick .....	50	50	200	
Nero .....	1000	2000	3000	1000

# HARRISON'S NURSERIES, Berlin, Md.







# THE NATIONAL NURSERYMAN



APRIL 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

### Choice Nursery Stock

## CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write  
us for prices.

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MONROE, MICH.

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A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—We call special attention to the  
finest lot of Apple on the market. OVER 100  
VARIETIES.

BLACKBERRIES—Large stock root cutting plants.  
GOOSEBERRIES, CURRANTS, RASPBERRIES,  
ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

APPLE and PEAR GRAFTS, Machine wrapped,  
quality guaranteed.

FRUIT TREE STOCKS—Apple, French and Japan  
Pear, Mahaleb and Mazzard Cherry, Myrobolan  
Plum.

ASK FOR SPRING TRADE LIST.

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

“PLUM SPECIALISTS”

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

## April Bulletins

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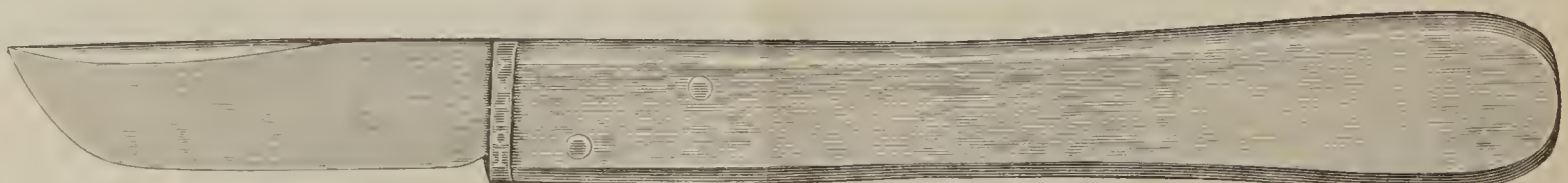
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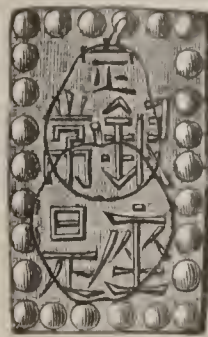
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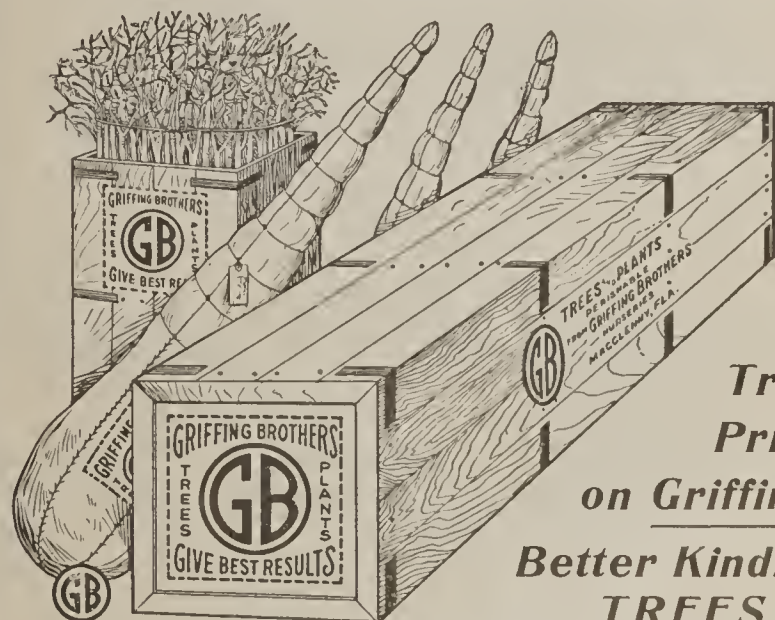
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and many other well-known varieties. Also a large  
stock of President Wilder and Boskoop Giant, both  
of which are great acquisitions.

## GOOSEBERRIES

A fine stock of leading varieties. One and two years.

## BLACKBERRIES

The largest and best stock of root-cutting plants in this  
country. All the best varieties. Snyder in great quantity.  
Our blackberry plants are as well furnished with fibrous  
roots as our well-known grape vines.



# APPLE SEEDLINGS!

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You will need some Apple Seedlings for next year's business, or most Nurserymen will. Why not place your order for about one half of what you will need and then if the foreign stocks are cut off and a poor crop should follow in this country and price should jump to \$7.00 or \$8.00 per thousand, you will be protected. We are making prices very close for next year's orders placed now.

WE ARE BOOKING ORDERS FOR  $\frac{1}{4}$  INCH AND UP BRANCHED ROOTS, NO. 1, 3-16 AND ALL UP STRAIGHT ROOTS, OR NO. 2,  $2\frac{1}{2}$  TO  $3\frac{1}{2}$  -16 STRAIGHT ROOTS OR ANY SPECIAL GRADE YOU MAY WANT.

We have some  $\frac{1}{4}$ -inch branched roots and some No. 1 straight, to close out at a bargain for immediate shipment. We are selling these below cost.

STOCKS ARE IN PERFECT CONDITION

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*F. W. Watson & Co.,*

*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

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No. 4.

## BROAD-LEAVED EVERGREENS.

THIS group of plants is so difficult to propagate and of such slow growth that it takes a long time to work up a stock of plants of saleable size, that comparatively few nurserymen attempt it to any very great extent and what they do carry are mostly imported.

The one reason why larger stocks of this class of plants are not carried, that is imported young and grown along in our nurseries is, they do not adapt themselves to our methods of cultivation, hand labor being essential to their welfare. The horse cultivator and plow are not conducive to profitable results. Time and so much hand labor in growing them naturally makes them high priced plants in comparison with shrubs, trees, etc., that can be grown in nursery rows and cultivated with machinery.

However much we may admire the commoner garden favorites, we have to admit "the class" that distinguishes the Rhododendrons, Mountain Laurel, Heaths, Andromedas, Azaleas, Box, Holly, etc., for certain positions around the house and on particular portions of the grounds, all others are a poor substitute. In localities where they will not thrive, the real landscape artist feels their loss.

The fame of the English gardens is due very largely to the broad-leaved evergreens. There the Portugal and English Laurel, Holly and Rhododendrons luxuriate in the moist, equable climate, and give that dark, rich green cheer to the gardens in the winter.

While, perhaps, our bright American sun makes it somewhat difficult to grow them, a knowledge of the conditions under which they will best thrive will do much to insure success.

In speaking of a whole group of plants, the recommendations must necessarily be very general. Some kinds will stand more sun and drouth than others, so it is up to the nurseryman to give them what they need or he had better leave their culture alone. As a rule, the essentials are:

Constant moisture, right to the surface of the ground, with good drainage; shelter from dry, frosty winds in winter, or dry, arid winds in summer;

Absence of lime or alkali in soil and water; and,

Plenty of decaying organic matter for them to feed on, such as leaf mold, peat, or rotted sod.

Drying winds, either in summer or winter, do more damage than low temperature, as, under proper conditions, zero weather will hurt very few of them.

The *Rhododendrons* are the most important, and should

be considered first, along with the plants that are usually associated with them.

They are a very large family, containing many beautiful kinds, such as those from North India that will not stand the American climate, and, so, are only suitable for greenhouse culture in this country. So, we shall confine ourselves to the consideration of those suitable to American conditions.

The hybrid *Rhododendrons* sold in this country in their various colors, ranging from white through shades of purple, pink, red and crimson, are nearly all imported from Europe. Many kinds are very tender, and only fit for greenhouse culture. They are forced in great quantities for Easter decoration; other kinds are very hardy and, given the right conditions, grow splendidly.

As a rule, the white, pink and purple kinds are the freest growers, the red and crimson not being quite so robust.

The following list of *Rhododendrons* has proved the best for outdoor planting:

*Album elegans*. White, tinged pink in the bud. Strong vigorous grower.

*Album grandiflorum*. Very fine white, tinted blue.

*Atrosanguineum*. Rich blood-red.

*Blandyanum*. Rosy crimson flowers, rich foliage.

*B. W. Elliott*. Deep rose, with dark spots.

*Caractacus*. Truss large, rich crimson. Late.

*Chas. Bagley*. Cherry-red flowers.

*Chas. Dickens*. Rich scarlet-crimson, fine foliage.

*Delicatissimum*. Blush white, tinted pink.

*Everestianum*. Rosy-lilac flowers, and foliage superior to all.

*Gloriosum*. White, with a tint of violet.

*John Walter*. Rich crimson, of a beautiful form.

*Lady Clermont*. A rosy-scarlet with deep dots. Distinct.

*Lady Gray Egerton*. Silvery-white, tinted blush.

*Michael Waterer*. Scarlet, intensely bright.

*Mrs. J. Clutton*. A good white, prettily spotted yellow.

*Mrs. Milner*. Rich crimson, fine foliage.

*Purpureum elegans*. A grand, rich purple. Good foliage.

*Roseum elegans*. An attractive light rose. Compact.

These are important for foliage and natural effects, independent of flowering qualities.

*Rhododendron Catawbiense* grows abundantly in the mountains of North Carolina. It has loose, rose-colored flowers, and blooms early—in April and May—both im-



portant qualities. It harmonizes well with *maximum*.

*R. maximum*, Rose Bay, has flowers pink in bud, opening white. The growth and arrangement of leaves are full and free, and usually superior to hybrids in this country. Blooms much later than *Catawbiense*—July and August. This is the kind that is collected in such quantities from the woods and mountains, very often to die a lingering death through ignorance and carelessness. In handling, one gross mistake is to set one or two plants out in the open. Plant them in masses or clumps for best results. When handled properly, it is one of the grandest plants it is possible to introduce into the home grounds.

Dwarf Rhododendrons. These are but little known. They are very pleasing and useful. Leaves much smaller than others.

*Rhododendron punctatum*. A native species with rose-colored flowers in May and June.

*R. ferrugineum*. Scarlet flowers, with rusty color underside of leaves. Blooms in early summer.

*R. hirsutum*. Pale red, flowering in early summer.

These dwarf kinds are fine for planting among rocks or on the outer edge of groups of the larger growing kinds.

Plants that associate well with Rhododendrons are:

*Kalmia latifolia*, *K. angustifolia*, *Andromeda floribunda*, *A. Japonica*, *A. (Leucothoe) Catesbaei*, *Azalea amoena*, *A. Hino-de-giri*, and other new kinds now being introduced from Japan; *A. Indica*, and the Heaths.

*Kalmia latifolia*, or Mountain Laurel "Ivory," as many of the colored people call it), has such a wide distribution in North America, and is so truly an American flower, that its claims as the national flower are many and valid. The great English authority on plants, George Nicholson, describes it as "one of the most useful, elegant and attractive of dwarf flowering shrubs." While it is found thriving on hillsides, it prefers moist places to excessive dryness and exposure.

*Kalmia angustifolia*, Sheep's Laurel, is very pretty, but not so desirable as the above. Its leaves are narrow, and flowers smaller. Has value in lower growth and earlier flowering.

*Andromeda floribunda* and *A. Japonica* are pretty little shrubs of dwarf, compact habit, with glossy green leaves and pendulous clusters of white flowers borne in great profusion in early spring. *Japonica* is conceded to be one of the prettiest of all evergreen shrubs.

*A. Catesbaei*, also known as *Leucothoe Catesbaei*, is very different from the other *Andromedas*. It is native in our Southern States. Somewhat trailing in habit, it is valued for the great decorative value of its beautiful leaves, which are long and lance-like. Its white flowers are attractive.

*Azalea amoena*. The Evergreen Azalea is a splendid plant for edging Rhododendron beds, or even for making dwarf flowering hedges. Even those who object to the magenta tint of the flowers are won over when they see well-grown plants in bloom. They give a wonderful floral display. The foliage is neat, small, and a rich green—better than all other Azaleas.

Recently there have been a number of introductions from Japan in different colors, the most promising one being *Azalea Hino-de-giri*, a beautiful cherry red, which is proving almost as hardy as the old *amoena*.

*Azalea Indica* is the ancestor of the indoor Azalea, so popular around Easter time. It has a single white flower, with just a suggestion of pink, and is hardy in the climate of Philadelphia.

The Ericas, or Heaths, including the *Calluna vulgaris*, or Scotch Heather, are hardly broad-leaved, as the leaves are very fine, but they thrive under the same conditions as the above plants, and are good associates.

#### MISCELLANEOUS BROAD-LEAVES.

The following are not so particular as to soil and situation as the foregoing, and may be used in a greater diversity of position:

*Buxus*, in variety (old-fashioned Box).

*Ilex Aquifolium* (English Holly).

*I. opaca* (American Holly).

*I. crenata* (Japanese Holly).

*Osmanthus Aquifolium*, a holly-like plant from Japan.

*Mahonia Aquifolia* (Holly-leaved Barberry).

*M. Japonica* (Japanese Holly-leaved Barberry).

*Abelia grandiflora*.

*Crataegus Pyracantha Lalandi* (Evergreen Thorn).

*Ligustrum lucidum* (Evergreen Privet).

*L. Japonicum* (Japanese Evergreen Privet).

*Cerasus Lauro-Cerasus* and *L. Schipkaensis* (English Laurel).

*Magnolia grandiflora*.

There is a great variety of Box.

The small-leaved, compact-growing one, commonly used for edging, is known as *Buxus sempervirens suffructicosa*, and is well known.

*Buxus arborescens*, or Tree Box, grows much larger, quicker, and is looser in habit. It makes fine hedges, and is good as a solitaire or in groups. It attains a height of 10 or 15 feet.

Then there is the Round-leaved Box, *B. rotundifolia*, very glossy and dark green; usually grown in pyramid shape.

*B. decussata* has a curious arrangement of leaves that is unique, but attractive.

*B. Handsworthi*, a very upright-growing kind.

*B. Japonica aurea*, Golden Box, with bright golden leaves in spring, turning darker green in the summer; silver-variegated Box, and numerous others.

Pyramids and "Standard" or Tree-form Box are forms into which the plants are trimmed or trained, being used in formal positions.

The Hollies are well known, largely through their Christmas associations. It is a pity they are not more largely planted.

The English Holly has darker and glossier green leaves and bears more and larger berries than its American cousin, and, on the whole, is more amenable to cultivation.

The American Holly grows very plentifully in a wild state, but is rarely seen in cultivation. It really deserves more attention from the horticulturist. Berry-bearing plants cannot positively be had. Some have an incomplete set of flowers, and this is not determined in young plants.

The Japanese Holly, *Ilex crenata*, is becoming a general favorite, being very adaptable, and is invaluable for planting where a choice low-growing evergreen shrub is wanted. It is extremely hardy.

*Osmanthus*—a choice plant in every respect, and so like a bushy Holly as to be often mistaken for it, but is



much freer-growing. As yet it has not attained such large proportions in America. Fragrant flowers.

*Mahonia Aquifolia*. "What beautiful leaves!" is usually the expression from all who see this plant, especially just after it has made its new growth. They look as if they had been cut out of metal, so crisp and decorative are they. The yellow flowers in spring, followed by dark purple berries, also add to its value. It is extremely hardy and vigorous, though easily sunburned in winter.

The Japanese sort, *M. Japonica*, is much larger in growth and foliage, and more rigid-looking, but a striking plant.

A coming plant in popularity is the *Abelia grandiflora*. It suggests the Myrtle in the shape and glossiness of its leaves. Add to this the pink-white, wax-like flowers, borne all summer long; graceful habit, free growth; its adaptability to partial shade and all manner of soils and sunshine, and you have a plant that is perfect for so many positions around the house where it is often so difficult to find something suitable.

*Pyracantha*, or Evergreen Thorn, cannot be recommended for general planting north of Baltimore. It is subject to attacks of scale, but a well-known specimen, covered with clusters of orange-red berries, is something worth striving for.

There are two Privets from Japan, *Ligustrum lucidum* and *L. Japonicum*, that are beginning to reveal their great value. The thick, leathery foliage is more attractive

than the Bay, a great deal hardier, and very easy to grow. For Philadelphia and south they should be largely planted. The individual leaves of each kind are very much alike, but *L. lucidum* seems to have a looser habit and may be a bit hardier.

English Laurel—*Cerasus Lauro-Cerasus*—and the *Aucuba Japonica* can only be grown in very sheltered positions north of Washington. In the South they are grand. *Laurus Schipkaensis* is considered hardy in Philadelphia.

*Magnolia grandiflora* can hardly be considered a shrub, as it attains tree-like proportions south of Norfolk, Va. If there is one tree that excites the envy of the gardener of the North, it is this rich, handsome tree of the South. In sheltered positions it will stand the winters fairly well as far north as Philadelphia, but should have shelter from much sun and wind.

*Euonymus* in various kinds are worthy of attention—especially along the seacoast, as they seem to do better under the influence of the sea air. They are very susceptible to attacks of scale, and should be watched on this account. *Euonymus radicans* is a trailing or vine-like plant, splendid to run over copings of low walls and rocks and for edging walks where it can be kept clipped. There are both a green and a variegated form. It is an all-round plant, having rootlets which will cling to walls.

With such a list to choose from, selections may be made to suit all situations that are likely to call for Broad-leaved Evergreen treatment.

## TREE PLANTING IN WESTERN PENNSYLVANIA BOROUGHES

When Western Pennsylvania is mentioned, most people think first of a country devoid of trees and vegetation, where the steel mills, blast furnaces and coke ovens are paramount. True, with the advancement of civilization, the sturdy oaks which abounded in that section rapidly disappeared and the towns and cities were noticeably lacking in proper shade trees. But a change has come. During the session of legislature in 1907 a shade tree law was created giving all cities, towns and boroughs in Pennsylvania the power to establish Shade Tree Commissions for the purpose of planting and maintaining trees along the thoroughfares.

The borough of Sewickley was the first to realize the opportunity of the new law, and in the Spring of 1912, with the appointment of three commissioners, the Borough Shade Tree Commission was established.

Since then over 1,000 trees have been planted and today Sewickley boasts of street after street lined with a uniform planting of vigorous trees comprising seven different varieties.

The task of setting out the trees each year and the care for same was greatly lessened by the co-operation of the property owners who, realizing the value of the work, entered into the spirit of the movement.

The Boroughs of Wilkinsburg and Dormont soon followed the example set by the pioneer borough, and each year have planted several hundred trees.

The difficulties which have beset this work vary in each borough.

Sewickley enjoys a wide parking space on the ma-

jority of its streets, due to a recent ordinance that all sidewalks be laid next to the property line. In places where soil conditions were bound to be unsuited for tree life it was necessary to excavate and replace with top soil.

Gas leaks and overhead wires, have caused considerable trouble but the assistance of the Public Service corporations have helped somewhat to eliminate these features.

In the borough of Wilkinsburg the poplar tree predominates, causing unfavorable conditions such as clogging sewers, lifting sidewalks and nesting places for insect pests. The Commission each year is removing several hundred of these trees, replanting with better suited trees. The sidewalks are placed about one foot from the curb, necessitating cutting into the walk wherever a tree is to be planted. Soil conditions are most unfavorable and good top soil is at a premium.

In the borough of Dormont, situated on the South Hills and protected to a certain extent from the menace of smoke, the walks are placed against the curb with the planting on the inside, giving the trees all possible advantage for growth. Shale formation predominates, blasting has in many instances been resorted to with satisfactory results.

Norway Maples are being planted almost exclusively, the results after three years, showing several streets of sturdy well shaped trees.

The slogan, "Plant a Tree," is the by-word which is making these boroughs a wave of green during the summer months. With the many difficulties to overcome the "planting game" continues and each citizen is taking his or her part.—*J. Gerry Curtis in American Forestry.*



# THE MORAL INFLUENCE OF HORTICULTURE

*Read before the Minnesota Horticultural Society*

*By C. S. Harrison*

AS a class Horticulturists have the highest ideals, lead the cleanest lives, and exert the strongest influences of any of the secular professions. I am called on to address thousands of people in the various walks of life but never have I met a more responsive class. A public speaker is extremely sensitive to the attitude and sympathies of his audience.

I am often called upon to open meetings with an invocation for Divine aid, and these men, many of whom are earnest Christians, seem to move on with me to the throne of grace with reverent and devout spirit. If I touch the higher phases of our calling I am often deeply moved and thrilled by their silent or uttered responses. When after our great meeting at Cleveland people from Texas and California said "your address richly repaid us for coming" I felt I was not living in vain. I am always glad to touch those chords which respond to our highest inspirations.

Let me say, first, we live nearest to nature and to God. We belong to the firm of Heavenly Father and Sons, our mission is to make the world more beautiful and fruitful.

Through the ages people blundered and stumbled in darkness. Many of the most potent agencies were unknown. The savage trembled when the mighty oak was shivered by the lightnings blinding flash. Little knew he that in that tremendous force there was the untranslated lesson of Jehovah's love—a giant at play waiting for a harness so that he could dive under an ocean, leap a continent, illumine our homes, drive vessels and cars and set in motion acres of machinery. Only recently was the power of steam applied. The force by which God "taketh up the isles as a very little thing." Coal and oil are only recent discoveries. All these things reveal the far planning and kindly providence of our Father.

Alarmists predict the speedy dissolution of all things. Never fear, the world is just beginning to live. Through what a stupendous past has this old globe of our swung down to the present. Look forward, and the ages through which we are to move are lying like sands along the sea shores of eternity. I love to think of nature as the first born daughter of God. Sometimes she seems like a person whose Motherhood embraces the world—ever fresh and vigorous though the snows of the ages crown her head. On her cheeks are the tints of eternal youth. How much she is doing for us. She takes us into her holy of holies and reveals to us her mysteries and tells us of the wonderful things yet to come out of the unknown. In the Arnold Arboretum are some six primitive apples. She taught the horticulturists how to evolve from these in the long processes the Jonathan, Grimes Golden and the Wealthy. She has given us High Priests who minister daily in her temple. Our beloved Hansen, Wedge, Patten, Wyman, Elliott, who fell dead among his flowers, and a host of others whose combined labors have

glorified and transformed all the bleak Northwest.

Nature gives us the single flowers and teaches how to improve them. How marvelous the transformation in the Peony, the Iris, the Carnation, the Phlox and the rose. Standing on the threshold of the future she exalts a great hope before us.

See what Horticulture has Done!

It does not seem a great while ago when I used to ride over the vast prairies of Minnesota and later those of Nebraska, and in the wide range of vision there was not a tree or house to be seen. Growing fruit was considered an impossibility. Now there are comfortable homes, well sheltered with groves and wind breaks and here and there orchards burdened with luscious fruits. The nurserymen have added millions to the wealth of the state, besides beauty—you have compensation for your long winters. A California spring bears no comparison to one in Minnesota, when all nature puts off her cold white robes for the royal garments of springtime—God welcome to earth's new resurrection. What an honor to introduce the world to the beauty of the Lord and to give the people a view of His real nature and character and his willingness to aid us. It is an honor and a joy to swing the gates wide open and introduce to the world the hitherto unknown God.

We now come to the great issues of today on which our work has a powerful influence. Take the cause of temperance. Fruits, their unfermented juices are fast taking the place of intoxicants. In our town of York, Nebraska, there are no saloons. You do not see wagons loaded with extracts of rotted grain, but you do see train loads on train loads of fruit poured into a town of 7000 people and you see one of the healthiest cities in the land. There is a tonic in fruit which is not always recognized. You are a busy man, often overwhelmed with work. You get tired and are worried with labor and business. Just sit down, drop all care and relax completely. Then eat a couple of the best juiciest apples you can find and how you are refreshed and return to your work with renewed vigor. I often try this. Fruit is the best medicine one can take. It is the cheapest and used judiciously it would send half the doctors to raising apples and berries.

A mighty battle is on us and as horticulturists we must throw our forces into the front ranks.

The horticultural army is a tremendous force. Three thousand members of this society, the grandest in the world, will be a power. They work for cleanness and righteousness. They will be progressive and positive on all moral questions. Raise trees, fruits and flowers and you are working for the uplift of humanity. You are soldiers of peace instead of reaching out with all the craft and cunning of demons to perfect the high art of murder and destruction. It is your mission to glorify this old earth with beauty, to bring out of the unknown yet more luscious fruits and more lovely flowers.

When you pass on you leave a path of peace behind



you, not a path lined with wrecked homes and sobbing widows and orphans. You go through a wilderness and it blossoms as the rose. You conquer the bleakness and the desolation and leave landscapes which charm the eye and exalt the soul.

It is our mission to reach out beyond the dollar and take all that is in store for us. We are on the borders of a vast, undiscovered country full of the surprises of loveliness. We have but seen the hem of nature's resplendent robes and know but little glory of her radiant apparel. But few homes in the land have reached their possibilities. There is room for more on every hand. It is our mission to gather the best the world affords and then develop new things. You young people little know

what a vast field lies before you. What has been accomplished is but the promise of vaster achievements. We are surprised at what we ourselves have done in the development of new things. Already on our grounds we have Philoxes, Irises and Peonies equal, if not superior to our choicest importations and yet but very little time has been given to their production.

Then remember this life borders on the great life beyond "where everlasting spring abides and never withering flowers," where you pluck fruit from the tree of Life which grows on the bank of the river of God's pleasure and when you leave these fields of earthly toil you are to enter on the higher horticulture of God.



*General View of Harrison's Nurseries, Berlin, Maryland.*

### HARRISON'S NURSERIES

From 170 acres to 2500 in 25 years is pretty good growth. This is the record of J. G. Harrison & Sons, Berlin, Maryland. The place gives you an impression of bigness, as everything seems to be carried on on a big scale. There is something about the Harrison's Nurseries that is distinctively American, entirely different from the orthodox nurseries of a past generation. It is a nursery in which one does not look for novelties in the plant line so much as for newer methods and policy to meet the needs of an expanding trade in a new country.

It does seem as if J. G. Harrison, the founder, had a vision of the future when he located in Southern Delaware, although to use his own words, "Well, my little Delaware peach orchard has grown into a nursery bigger than I ever dreamed of," denies the suggestion.

But with all the foresight and experience in the world he could not have located much better. Comparatively level country, a good free sandy loam with a clay subsoil, near enough to the ocean to get the benefit of its moderating effect on the climate and moist air, yet far enough inland to be free from the bad effects of the salt air on vegetation.

Mild winters and comparatively cool summers give a very long season for work and the Harrison way of doing things on a big scale makes the place unique. They not only grow the fruit trees, but have many acres in orchards in the highest state of profitable efficiency.

Here the orchardist may go and see results before investing. Study varieties and gain information at first hand.

From the nurseryman's point of view perhaps the most interesting thing about their business policy is "We grow all the trees we sell."

This indicates a broader ideal than getting orders and filling them, and shows along what lines the nursery business of the future will develop.

While fruit is the largest division of the business, ornamentals are grown in great quantities. The accompanying illustration is a good general view of the grounds in the immediate vicinity of the offices and packing sheds and shows large blocks of evergreens. Privet by the mile and trees by the million all in a high state of cultivation make a concern well worth while for the nurseryman to visit.



# THE COMING CONVENTION.

*The Fortieth Annual Convention of the American Association of Nurserymen will be Held June 23, 24, and 25, in Detroit, Michigan.*

Well, indeed, does Detroit deserve to be designated "The City Beautiful," for its ideal geographical location, its beautiful island resorts and one of the most magnificent bodies of water, where thousands of pleasure boats ply during the summer season; its broad and attractive boulevard encircling the city, and its palatial residences all make it worthy of the appellation.

## CONVENTION HEADQUARTERS

Hotel Cadillac, located in the heart of the city, is the center of Detroit's social activities, and affords every known convenience for the comfort of its guests. Eight years ago this Association gathered in convention at this hostelry, and members who attended carried away with them pleasing recollections of their brief sojourn.

Let us quote you what the manager says:

"Our rates for single rooms, without bath, are \$2.00 and \$2.50 per day; double rooms, without bath, \$3.50 to \$4.00; single rooms, with bath, \$2.50 to \$4.00; double rooms with bath, \$4.00 to \$6.00 per day. European plan.

We will furnish our American Plan dining-room for your meetings; the Banquet Hall for exhibits; Flemish Room for committee meetings; and parlors for the Secretary and Treasurer, all free of charge.

HARRY L. ZEESE, *Manager.*"

The Committee of Arrangements, Mr. T. I. Ilgenfritz, chairman, have personally visited the hotel, and are satisfied that the accommodations will be found second to none that the Association has ever had.

We urge upon members who will expect to need suites of rooms, as well as upon all who will be unaccompanied, to at once communicate with the hotel manager.

## THE PROGRAM

is being prepared by Mr. C. R. Burr, who writes: "On my way for good speakers, with several prominent men already booked. I am trying my best to land an instructive and live program."

The full bill of fare will appear in Badge Book and members may depend on Brother Burr for making good. Morning sessions will be the order for transaction of business and listening to special speakers and reports. Afternoons for recreation.

## ABOUT MEMBERSHIP

Of course it is expected that every member in 1914 will renew his membership at once, and the really best time for doing so is NOW. Apply to the Secretary for Application Blank.

Remittances should be made payable to Peter Youngers, Treasurer.

Now, gentlemen, "come across;" do not delay till tomorrow. It would require quite a book to enumerate the advantages of membership, and to review the great and important work done by the various committees of

the Association. Any nurseryman neglecting to identify himself with the Association should blush with shame at the thought of enjoying untold benefits which the money of this Association and the hard work of its committees have secured for him as well as for the trade generally.

So that we content ourselves with remarking that every nurseryman ought to belong whether he attends the convention or not, and in order to maintain his self-respect send his name and fee to the secretary now.

In an effort to secure new members President Chase has appointed a committee of seven, each in charge of a specific territory, and armed with special literature. We bespeak the hearty co-operation of all members in an effort to boost the membership to the high rank it is entitled to occupy.

## THE BADGE BOOK

should claim the patronage of every member. Of course, your name, badge number and business address (two lines only) are included in the publication. All old members *know* its value. Members only are privileged to advertise in it and the cost of doing so is trivial.

Do not say, "copy will follow." It is much better to send copy with membership fee and do so as quickly as possible. No prices may be quoted in advertisements. Book to be mailed about June 1st.

## ENTERTAINMENT

Mr. Ilgenfritz is chairman also of this committee, and he gives a hint as to what will be provided. An auto ride through the parks Wednesday afternoon. Detroit's park system is superb, including thirty public parks, of which beautiful Belle Isle, nearly 1000 acres, is the most pretentious, while the Boulevard, ranging in width from 100 to 200 feet, and about twelve miles long, is almost entrancing. The Ford Motor Co.'s plant will be visited Thursday, and Friday afternoon will be devoted to a trip by steamer on the beautiful Detroit river, and out on to Lake St. Clair. Fuller mention of the entertainment will appear in the Badge Book.

## EXHIBITS

The space assigned for this popular feature of the convention is more than ample and quite attractive. Intending exhibitors, embracing nurserymen and manufacturers of tools, implements or anything else used by the trade, should lose no time in communicating with Mr. Albert F. Meehan, Dresher, Pa., Chairman of Exhibit Committee.

## RAILROAD RATES

Since the passenger associations now require a guarantee in number of certificates much larger than we can furnish, the only course available to members is to confer with their local ticket agent immediately after June first for information regarding round trip and excursion tickets.



The Central Passenger Association writes that fares from Pacific Coast cities, and such places as Atlanta, Ga., Chattanooga and Memphis, Tenn., and Kansas City, are in process of readjustment, and that it is not likely that they will be finally readjusted before June first. The Commissioners further writes:

"Central Passenger Association roads have in process of compilation summer season tourist fares (Detroit being a tourist destination) which *will afford an appreciable reduction* from regular one-way published rates. These tourist fares will be on sale June first from the territory of the Central Passenger Association and are likely to be adopted and instituted by roads of adjoining Associations, and as it is the practice of the

roads throughout the country to participate in such fares, it is probable that they will be generally in effect on June first."

Among the points included in the Commissioner's letter are Philadelphia, Baltimore, Washington, D. C., Chicago, St. Louis, Omaha, St. Paul, and cities along the New York Central to Buffalo.

Steamers run from Buffalo to Detroit, and purchasers of tickets on the New York Central have the option of taking the steamer at Buffalo.

For further information, write

JOHN HALL, *Secretary*.

204 Granite Building, Rochester, N. Y.



*Field of Improved Gregg Blackcap at the W. N. Scarff Nurseries, New Carlisle, Ohio.*

#### "IMPROVED GREGG" BLACKCAP

W. N. Scarff has much confidence in his new blackcap. Improved Gregg. It is a wonderfully strong grower, making fully again as much wood as Gregg and is proving perfectly hardy. It has come through every winter in fine shape with the canes bright and clean and is absolutely free from anthracnose and other fungus disease.

Mr. Scarff claims it out-yields any black-cap he has ever grown and intends to put it on trial at the different experiment stations for comparative tests with other kinds and feels very confident of the result. The original plant sprang up from seed near an old plantation of Gregg and is evidently a seedling from that well-known favorite.

#### TREE SEEDS SEASON 1914—1915

*Arthur A. Powell.*

In looking back over the last six months in the seed business, I feel that most dealers experienced some troubles on account of the conditions prevailing in Europe. Some were unable to get all of the varieties of seeds contracted for in foreign countries and so were unable to fill orders in full.

American tree seed collectors and dealers suffered more than the general seedsmen. They were unable to dispose as readily of the American varieties of tree seeds this season, as the nurserymen in the afflicted countries did not care to lay in a stock, not knowing what the conditions for planting would be this spring. Again they suffered by not being able to obtain varieties procurable only in Europe.

The crop in general in this country this year I would say, is in my opinion, fair. There were some few shortages and failures however. The chief among these was *Pseudotsuga Douglassi*, California or green variety. The crop of the above named was a total

failure, no seed whatever being procurable. Likewise the crop of *Picea excelsa* and *Picea alba* in this country were failures, but dealers found it possible to obtain these varieties from Europe. The crops of the other varieties chiefly called for were fairly good. Of course, there were other shortages, too many to list here.

During the early stages of the war, there was a scare among the fruit seedling growers in this country as to whether they would be able to obtain their usual supply of French Crab and French Pear seeds. The one-half of the allies got working however, and I believe that all growers were able to have their requirements satisfied.

Seedsmen should keep in mind that it is against the law to export into Canada any supplies whatever, that have had their origin in any of the belligerent countries since the war began. The Canadian government being part of the British Empire, considers such goods contraband and will not permit importation into or use in their country. Therefore seedsmen should be careful in filling orders not to furnish Canadian customers with any seed or plants exported from Austria or Germany.



# The National Nurseryman

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.

218 Livingston Building, Rochester, N. Y.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
Six Months .....	.75
Foreign Subscriptions, in advance.....	\$1.50
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., April, 1915.

There are few reading men who have not heard of the noted evangelist preacher, the Rev. W. A. Sunday, and at least a few of the readers of the National Nurseryman have had the privilege of hearing him.

Apart from any aspects of religion, here is a man who shames us all as a business man and a salesman.

He takes an old line of goods, (no question of their genuineness and worth) a line that has been handled for nearly 2000 years by every conceivable form of monopoly, and advertising combination, in fact the gospel has been given free, and thousands trained to the work of preaching it barely make a living.

Not so Mr. Sunday, he takes that same old line of goods, offers no bargains or rebates but makes them pay full price, yet has them standing in line by the hour and by the thousand as long as he can stand on his feet to wait on them.

It may seem at first thought a far fetched parallel to compare him with the salesman but any one who cares to analyse "Billy" Sunday's success will readily see it.

In the first place he knows his goods, has faith in them, and is absolutely sincere. His ability to demonstrate and point out their advantages is truly a wonder.

Secondly, his organized equipment for advertising is efficient and every effort properly directed. When he goes to a town the town knows he is coming and a thousand workers are busy preparing for him, but perhaps what is the real key to his success is the enthusiasm, energy and fighting ability backed up to the limit by physical training.

If we sold nursery stock with the same amount of singleness of purpose as Mr. Sunday handles his line there would be many more planters than there are at present.

CAUSE TO BE  
THANKFUL

We are so much more apt to voice our dissatisfaction than pleasure, that it is well once in a while to sum up the blessings and crow a little.

Even if we do have cause to grumble at the condition of the weather, the growing expense, and difficulty of doing business, the inconsiderateness of the Government, and other influences that interfere with our business; there is much in our profession that makes life worth living, and compensates us for the troubles and trials we may experience.

Our work is healthy, interesting, always changing, constant yet varying as the seasons.

We can never reach the summit because the best tree has not been grown yet, and never will be. Whatever improvements have been made in plants better are possible; there is always inspiration both for the student and worker, and the field is so vast there is room for all.

Success, in producing a new and better variety, will bring pleasure and perhaps profit to thousands. While we earn our bread by our labours, all mankind is benefited; we cater to the taste, sight and smell of the whole world, and make it a better place to live in.

The profession only profits by doing good.

Why should not the nurseryman think well of himself and feel conscious that he is an important factor in the welfare of mankind? His business is more than honest, it is altruistic. It is the one first occupation started by the Almighty and is as fundamental as life itself.

One of the greatest banes of the nursery business is surplus.

If we could only realize that surplus means loss we should pay more attention to our plantings. The brush pile is loss and selling below cost is loss. In merchandising it is considered good business to occasionally make a sharp leader for advertising purposes and charge the loss to advertising, but surplus nursery stock never makes a good leader and does little else than upset prices.

The best leader is one that is grown specifically for the purpose so that it will do its best at the right time.

The secret, of a successful business, lies in doing the largest amount of business on the smallest amount of capital at a reasonable profit at the least expense and it stands to reason that growing more plants than a can reasonably expect a market for, is not within this definition.

If you have a surplus of capital, energy or brains use them in developing your market rather than producing more stock.

DEMAND

To the man who stays at home the fluctuating demand for his goods must always be somewhat of a mystery.

Orders come in through the mail as a result of advertising efforts, distribution of catalogues, or from old customers or maybe the bulk of the business comes from agents on the road, or again maybe he is only doing a local business and the natural demand for things to plant in the spring of the year sends his neighbors towards his nursery. From whatever source his business comes, a little study will convince him that it is very haphazard and as yet there has been no systematic well organized



effort to create demand for nursery products.

The main effort so far by nurserymen has been to scramble for business that is already developed or in other words the customer knows he needs stock, and the nurseryman tries to get the business.

Strictly speaking this is a poor, superficial business and really boils down to a competition of prices, or order taking. Real salesmanship consists of creating a demand.

If any nurseryman wants to analyze the possible market for his goods let him go on the road for a couple of weeks, selecting the territory most favorably known to himself and then do some retail selling, calling only on those whose grounds would be benefited by planting.

He will find fully fifty per cent. of the prospects he calls upon do not know they need stock. They may have recently built a home and have a nice yard around it, yet their desire for and knowledge of plants, if they have any at all, ends perhaps in a couple of trees for shade along the street, a hedge maybe and a few flowers, say an expenditure of from \$5 to \$20, when in reality, gauging by the cost of the house and other improvements, the expenditure for nursery stock should be ten times that much.

To the writer the greatest forces at work for creating a demand for plants are:

First. A nicely planted and well kept place as an object lesson. This will do more towards creating a demand in a neighborhood than any other cause. It is on a parallel with a tempting display of goods in a store and which our business sadly lacks.

Second. Nurserymen's catalogues. It is perhaps a debatable question if the catalogue really creates the demand it should considering the money and brains that is put in its production. Some are certainly masterpieces and very effective where they fall into the hands of those who are already interested and it is interesting to note that the leading catalogues are approaching the customer from the point of his needs rather than a list of what the nurseryman has to sell.

Third. Magazines, such as those which devote their columns to country life, suburban life and garden subjects. To these the nurseryman owes a great debt of gratitude as well as financial support in their advertising columns; but it does seem as if more real plantmen should contribute to their columns, more plant facts and less art would contribute to a permanent interest in gardens.

Fourth. Horticultural and civic associations? The latter especially when they devote their energies to tidying up a locality and get the neighbor's competing as to which shall have the most attractive yard or grow the best Dahlias, encourages the trend of thought towards the nurseryman and his goods.

There may be other forces at work, such as lectures and books, but there lacks the big systematic, co-operative effort which should rightly come from the nurseryman himself to demonstrate his goods and make the people acquainted with them.

The nursery business is too universal. It can never become a monopoly, but this is no reason why the nursery interests should not combine to create a demand for their goods.

In just which way this should be done it is not easy to state. More efficiency in the forces already at work should be striven for and this cannot be done without organized effort. The first step in this direction should be the appointment of a committee by the National Association of Nurserymen to consider ways and means to attain the object. An effort in this direction would certainly be worth while.

#### THE PINE QUARANTINE

Judging from the notice of quarantine against the importation of European pines published on another page; it does not seem as if the protest made by the nurserymen before the Federal Horticultural Board had much effect. In fact it looks as if the quarantine was decided upon without the slightest regard for the nurserymen's interests and their invitation to appear before the board was a mere matter of form.

According to the report made by Mr. Fred W. Kelsey, who represented the nurserymen at the hearing on February 2nd, the nurserymen were assured that no further action would be taken without a full opportunity for the nursery interests to present their case, in fact Chairman Marlatt of the Horticultural Board went so far as to say that possibly further action would possibly not be taken until the spring of 1916.

Without going into the question of the need of the quarantine the haste in putting it into operation without giving the nurserymen more opportunity to present their case seems to have been rather uncalled for.

The nurserymen are just as anxious to keep disease and insect pests out of the country as is the Federal Horticultural Board and were recently congratulating themselves on the fact of a growing knowledge of and confidence in each other, such hasty action in connection with the pine quarantine will not increase the confidence or lead to a better understanding.

#### THE EXPORT OF FRENCH SEEDS

On January 9th last the French government issued a decree prohibiting the export of French seeds.

In order to avoid any misinterpretation of this decree several bodies and the President of our Federation have demanded explanations of the Ministry of Agriculture, who replied as follows:

This decree is not applicable to England, English colonies, and the U. S. A., where seeds may be exported as formerly without any permission.

They may be also exported to Switzerland and Spain after having obtained a special permission.

Their export seems to be prohibited for all other countries.

Hoping that this communication will be useful to your readers, I remain, Dear Sir,

Yours faithfully,

E. TURBAT, *General Secretary.*

I herewith enclose \$1.00 for a year's subscription to the National Nurseryman. Could not do without it as long as I am in the nursery business.

Yours very truly,

RICHARD BENNINGHAUS,

Payette, Idaho, R. No. 2.



## BOOK REVIEW

George C. Roeding, Fresno, California, is the author of a book under the title of "Roeding's Practical Planters Guide." The result of thirty years experience in California horticulture.

It is all meat and fully lives up to its title. Just the kind of book the planter needs, that will give him the necessary information without wading through a lot of flowery or theoretical verbiage.

Photo-illustrations very clearly teach the correct method of pruning. Of course it deals principally with trees, plants and conditions of the Pacific slope, such as the orange, pecan, fig, grape, olive, etc.

It sells for 25 cents and is well worth it.

A revised copy of "The Principles of Fruit Growing" by L. H. Bailey, one of the Rural Science Series of books, published by MacMillan Company, 66 Fifth avenue, New York, has just come to hand.

At a period like the present when there is so much interest in fruit growing, this work should find a ready sale. Like all the works written or edited by Professor L. H. Bailey, it is readable, fundamental, practical, dependable and covers the subject in a most thorough manner from the classification of fruits to the packing, storage and marketing of same.

The price of the book \$1.75 would be an exceptionally good investment for the numerous people who take up orcharding without much experience, or those who attempt to go into fruit farming by proxy—to use the author's own words "Caution should be strongly expressed to those who would undertake fruit-farming by proxy. Delegated and absentee farming is ineffective enough, at the best, but there are special difficulties in fruit-farming by that method or lack of method." "Orcharding by others is rarely profitable."

The authorship insures it being a valuable reference book for the practical fruit grower. To those thinking of taking up the work of fruit growing it is invaluable.

### BUGS CAUSE OF LEGAL FIGHT

*Sunbury Solomon to Decide Unique Question.*

At Sunbury, Pa., six lawyers today asked Judge Frederick B. Moser in the Northumberland County Court to decide the question "When does a bug become a pest" in an equity suit over an invasion of millions of bugs into the home of George Oyster.

Oyster in a civil action alleges that a willow tree on the property of Mrs. Mary Levy, his next door neighbor, each summer becomes infested with millions of pesky insects of vermillion color and a sister to the domestic bedbug, which makes life miserable, infests his home, ruins his carpets and causes much distress. He urges the Court for a removal of the tree. Three lawyers handled his case. Three other lawyers conducted the defense and urged that the bug was never a pest, inasmuch as the tree has been there for more than a century and that Oyster was the first to complain.

### THAT ORDER

*By George W. Ottinger.*

How did you prepare for it?

How did you get it?

Now that you have it what are you going to do with it?

Growing nursery stock like manufacturing, is preparing something for the consumer for which we expect orders and so distribute our product. Should not therefore our anticipated orders in a large measure guide our production?

Our patrons use and desire such and such kinds of goods, standard or extra quality, this should be one of the determining factors in producing. Another factor would be, what can our patrons be educated to appreciate, and buy that we can produce well and inexpensively. Are not these two factors of more import than the question of the greatest amount of stock raised inexpensively, but without regard to market requirements on quality demands?

Therefore in production "That Order" i. e. that anticipated order should be kept in mind and worked toward.

"That Order" how did you get it, through the friendship of your patron, through advertising or through the soliciting of your salesman? Did quality or mere friendship determine where your friend should place his order? Did your ad. ring true or did exaggeration in your talk on paper land the order? Did your salesman present the excellence of the stock or was the order gotten through his being a good sport, who greased his way or cut the price? Friendship will not stand for all time and all things. Orders gotten through exaggerated statements in advertising are only orders for once. The salesman who greases his way by entertainment and rake off will be expected to be more lavish each time there is an order to be bid for. As to price cutting or selling at cost, that means swapping dollars for yourself and cheating your brother nurseryman out of a fair profit. It should be remembered that all stable business is based on a profit and to get orders without profit is undermining the foundations of your own business. So the way you get "That Order" is a factor in business success.

Now that you have "That Order" what will you do with it? Will it be filled with stock of indifferent quality, dug carelessly and packed poorly, relying on friendship to make it right with your patron? To satisfy the reader of your over colored "ad." will you send some common ordinary thing that you have re-christened with a high sounding name and highly colored description? To make up your agent's expenses, rake offs or cut in prices are you going to send indifferent stock both as to size and quality?

"That Order" means only one order or means a continuous buyer and the interests of "That Order" must be kept to the front in production, selling and delivering the goods.

A customer is frequently disappointed in results not because the selling talk was untruthful, nor because the goods were improperly delivered but because in growing there was not sufficient attention given to producing stock that would transplant well. Selling talk that over rates the article is a sure way to stave off continuous buyers for if there is anything in this world that everybody hates it is a lie, whether it be spoken, written or



printed. Much stock is produced right and the order gotten in an unquestionable way, but when the stock is dug the roots are mutilated and the packing is indifferent so when the delivery is made the stock arrives in such a condition as to make success doubtful? And the customer dissatisfied. Production, selling and handling all cost money, a dissatisfied customer means a loss to your business, a falling down on any one of these points means dissatisfied patrons, therefore nearly all business loss reflects back again on either or all of these elements that are so vitally concerned with "That Order."

#### BULLETINS OF INTEREST TO THE NURSERYMAN

The Eastern Hemlock. By E. H. Frothingham, Forest Examiner. Pp. 43, pls. 5. Contribution from the Forest Service. February 3, 1915. (Department Bulletin 152.) Price, 10 cents.

This bulletin describes the more important characteristics of hemlock, presents tables of its volume and rate of growth, and gives the chief facts regarding its utilization.

Para-Dichlorobenzene as an Insect Fumigant. By A. B. Duckett, Scientific Assistant, Truck Crop and Stored Product Insect Investigations. Pp. 7, pls. 2. Contribution from the Bureau of Entomology. (Professional Paper.) February 10, 1915. (Department Bulletin 167.) Price, 5 cents.

Gives directions for the use of para-dichlorobenzene both as an insecticide and as a fumigant.

Injury by Disinfectants to Seeds and Roots in Sandy Soils. By Carl Hartley, Pathologist, Investigations in Forest Pathology. Pp. 35, pls. 1, figs. 2. Contribution from the Bureau of Plant Industry. (Professional Paper.) February 20, 1915. (Department Bulletin 169.) Price, 5 cents.

Preliminary tests of disinfectants in controlling damping-off in various nursery soils.

The European Pine-Shoot Moth; A Serious Menace to Pine Timber in America. By August Busek, Entomological Assistant, Forest Insect Investigations. Pp. 11, pls. 6. Contribution from the Bureau of Entomology. February 9, 1915. (Department Bulletin 170.) Price 5 cents.

Gives the life history, habits, and methods of control of this insect, which is a menace to pine trees.

Food of the Robins and Bluebirds of the United States. By F. E. L. Beal, Assistant Biologist. Pp. 31, figs. 2. Contribution from the Bureau of Biological Survey. (Professional Paper.) February 5, 1915. (Department Bulletin 171.) Price, 5 cents.

This bulletin discusses the value of robins and bluebirds as insect destroyers and shows how the small damage done by the former may be reduced by supplying wild fruits to meet their requirements. It is for general distribution.

Some Common Birds Useful to the Farmer. By F. E. L. Beal, Assistant Biologist. Pp. 27, figs. 23. Contribution from the Bureau of Biological Survey. February 13, 1915. (Farmers' Bulletin 630.)

The habitat, food habits, and economic relation to agriculture of more than 50 birds common to farming sections are discussed in this bulletin. It supersedes Farmers' Bulletin 54.

#### THE CUBAN NATIONAL HORTICULTURAL SOCIETY

The proceedings of the ninth annual meeting, held at Santa Fe, Isle of Pines, February 9th to 12th, are now being prepared for publication, and will contain many valuable and interesting papers, together with discussion of same. Since there are a great many non-resident growers of citrus fruits and vegetables, who have their groves in Cuba and the Isle of Pines, but live in the United States, the proceedings of this meeting will be very interesting and useful to them, and anyone wishing to obtain this report may do so by becoming a member of the Society. All that is necessary is to send the dues, \$1.00 for annual and \$10.00 for life membership, to the secretary, Mr. C. A. Beatley, 30 Empedrado, Havana, Cuba. The names of such new members will also appear in the membership list of the report.

The following is a list of the papers read and discussed at the meeting.

Address of President of Society.

Crops for Home Use.

Citrus Diseases at San Pedro, Isle of Pines.

Grove Cultivation.

Rebudding Old Citrus Trees.

Mulching vs. Cultivation.

Spathodia Campanulata.

Grapefruit Seedlings as Stocks.

The Citrus Situation in the Oriente.

Sweet Potatoes.

Soil Sterilization.

The Use of Serum in Hog Cholera.

Diseases of Poultry.

Cows a Side Line in Horticulture.

Irrigation by Windmills.

Diseases of Vegetable Crops.

Banana Diseases.

Citrus Canker in Florida.

This Year's Market Lesson.

Insects.

Lemons in the Isle of Pines.

Varieties of Oranges for the Havana Market.

Grapes in Oriente.

What Governments Might Do in Favor of Agriculture in General.

Agricultural Instruction at the University.

The Provincial Agricultural Schools.

The Present Work of the Cuban Experiment Station.

Fertilizer Losses from Leaching.

Result of Fertilizer Experiments in Citrus Groves.

Horticulture in the Lesser Antilles.

Oranges.

Co-operative Shipping.

Some Overlooked Fruits and How to Use Them.

Beans and Peanuts as Crops for Young Orchards.

Lemons in Oriente.

Citrus Industry in Santa Lucia.

Cocoon Industry in the Guanaja District.

Transportation.

Mangoes.

The results of my February advertisement in the National Nurseryman were very satisfactory.

R. H. HOFFMAN,  
Denton, Texas.





From the U.S.D. of A.

#### IMPORTATION OF EUROPEAN PINE PROHIBITED.

*Danger From Pine Shoot Moth Results in Absolute Quarantine After July 1.*

No European pine trees will be permitted to be imported into the United States after July 1, a quarantine order to this effect having been signed by the Secretary of Agriculture. This action has been taken to save American pine trees from the pine shoot moth which has long done much damage in European forests. This pest has already become established in nurseries and parks in some States but it is believed that by pruning and destroying the affected shoots the disease can be stamped out if no more infected nursery stock is imported into the country.

The European pine shoot moth eats out the new buds and kills or deforms the young twigs of pine trees in such a way that the timber value is seriously and permanently lowered. The moth feeds mostly on young trees between 6 and 15 years of age, destroying a large number of buds and young shoots and injuring adjoining ones. These injured shoots bend downward and outward, afterwards growing upward again. When the pest is abundant the trees are rendered unsightly and crippled and of no commercial value.

The moth lays its eggs early in August singly on the new buds of the pine. The young larva soon hatches and eats its way into the bud where it spends the winter. As soon as the sap begins to rise in the trees it leaves its winter quarters and bores into the adjoining bud, destroying this and as many others as it needs for food. When the remaining buds begin to grow into young shoots, the larva attacks these as well, consuming the entire inside of the youngest and injuring the more developed ones so that they grow downward and outward instead of upward. It is impossible to reach the larva with any insecticide after it has once found its winter quarters, and the only effective way of combating the pest is to destroy the infected buds and twigs. Pruning of this kind in the fall and winter months will minimize the damage in the spring, but it is more difficult to determine the existence of the pest at this time than when the injury is further developed. A little practice, however, will enable the nurseryman to recognize the trace of pitch at the base of the bud covering the entrance hole of the larva.

#### MANY CULTIVATED AMERICAN PLUMS ORIGINATED FROM WILD NATIVE VARIETIES.

The wild North American plum has given rise to more cultivated varieties than any other of the native fruits except the grape. These varieties have mainly originated in the Mississippi Valley, Iowa alone having furnished 175, Minnesota 74, and South Dakota 44. In Texas 97 varieties have originated. In these western and southern regions where several of the species appear to have reached their greatest perfection in the wild condition the greatest development in the future, under cul-

tivation, may probably also be expected to take place, according to a new bulletin of the U. S. Department of Agriculture (No. 172) entitled "The Varieties of Plums Derived From Native American Species."

The new publication is a professional paper which should be of especial interest to the growers of fruit, particularly those engaged in plum breeding. It gives a list of native varieties and hybrids showing the origin of each variety and the species to which it belongs, which should be of considerable value to the nurseryman and orchardist. It also gives credit to the various State experiment stations and private individuals who have furnished material used in investigating the origin and relationships of the varieties under consideration.

With few fruits has there been an equal opportunity to report step by step the advance which has been made since the original of the first named variety was planted and cultivated in a garden. The new bulletin, therefore, places on record a distinct achievement of American horticulturists who have developed a fruit, the value of which was long overlooked.

Interested horticulturists may receive the bulletin if they will apply to the Editor and Chief, Division of Publications, U. S. Department of Agriculture, Washington, D. C.

#### RINGING FRUIT TREES

In a bulletin issued by the New York Agricultural Experiment Station G. H. Howe summarizes the results of the ringing of fruit trees as follows:

1. The object of ringing fruit trees is to induce unproductive trees to set fruit.

2. Briefly stated, the theory of the operation is: That the removal of a band of bark through the cortex and bast of a plant, at the period of most vigorous growth, does not hinder the upward passage from the roots to the leaves, through the outer layer of woody cells, of unassimilated sap; but does prevent the distribution, through vessels in the cortex and inner bark below the wound, of assimilated food. The effect of this action is to cause an extra amount of reserve material to be stored in the upper parts of the plant for the production of fruit buds.

3. Ringing seems to favor certain organs for a time but devitalizes others.

4. The removal of narrow strips of bark is less injurious to plant growth than taking out wide rings.

5. Under certain conditions, ringing may induce and possibly increase fruitfulness of apples, but it rarely has these favorable effects on other fruits.

6. Only young and very vigorous apple trees, possibly now and then pear and cherry trees, can survive ringing, and even with these fruits the compensating gains seldom offset the injury to the trees.

7. The practice of ringing stone fruits should never be followed. The experiments indicate almost 100 per cent. loss in the life of the trees.

8. Regular and successive increases in productiveness did not result from the ringing of several varieties of our tree fruits.

9. Ringing had no apparent influence upon the size, color or maturity of apples.

10. The general effect of ringing on the roots of the trees was to decrease their size and number and to lessen their vigor.



THE NURSERYMAN AS A LANDSCAPE GARDENER

However desirable it would be to keep the profession of landscape gardening separate from that of the nurseryman, the fact remains there is a growing tendency to combine the two.

The sale of plants and the planting of them, is becoming more and more a single contract. Many nurseries are recognizing this and have a planting or landscape department connected with their business, in fact in many localities the terms nurseryman and landscape gardener are synonymous to the people who employ them.

The laying out of large estates requiring the services of engineers, draftsmen, and landscape experts, will always call for a service the nursery is unable to give. In fact in the development of large estates, parks, the laying out of towns and cities, and such like undertakings, the planting is only a detail, and often secondary to the location of buildings, road making, draining, grading, and other branches of the profession, the nurseryman is hardly likely to be equipped to carry out.

There will always be a call and a place for leaders in the profession, of landscape gardening, to undertake the comprehensive phases of the work, which need an association of experts under one head or organization to properly handle a large undertaking. Such concerns should have no real connection with the nursery business, as it is as separate as the architect and builder.

Apart from this, however much the nurseryman may wish to confine himself to the growing and selling of plants, there are so many of his customers, who only have small places, that the paying of a landscape gardener to show them how to arrange the plants they buy will not be considered for a moment. Such customers prefer to go to the nurseryman to supply and plant, and if he wishes to succeed at his business he must be prepared to do it.

After all good gardening consists of putting the right plant in the right place, and giving it the right attention when you have got it there. Who is better equipped to do this than the well informed and experienced nurseryman?

There is a good deal of humbug being written and talked about landscape gardening in the abstract, which is really detrimental to the profession. If there were less attention paid to art even among the professional landscape architects, and more to deep digging, we should see more satisfactory and more beautiful gardens. A plant wrongly placed is not quite so bad as a wrong plant rightly placed, because with the latter it won't

thrive and is a complete failure.

Most landscape gardeners do not seem to have learned, that the plant comes first—that only when it is well grown and given suitable environment, is proper gardening carried on. The arrangement of the plants is not so important as growing them well, but of course well grown plants properly placed or arranged, is true landscape art.

Left to his own judgment, the good plantsman will usually select the right plant for the right place even though he does not know much about design, and there is really no better combination for the laying out of small grounds than an interested proprietor, who wishes to give individuality to his own grounds, and a nurseryman co-operating with him.

With the smaller places the building architect often specifies the grades, roads, draining, etc., so as to harmonize with the building, and too often he attempts to landscape the grounds. They usually know what kind of a setting their building needs, but do not know how to produce it.

The writer recently saw a very fine house of which the architect may well be proud, set on a knoll in a grove of magnificent white oaks; trees that were two or three hundred years old. These had all been trimmed up to look like so many poplars, presumably to show off the building better, there seemed to be no other reason. The owner was to blame because he did not engage a landscape gardener, or even a nurseryman to prevent such an outrage against good taste, or perhaps it would be better to say common sense.

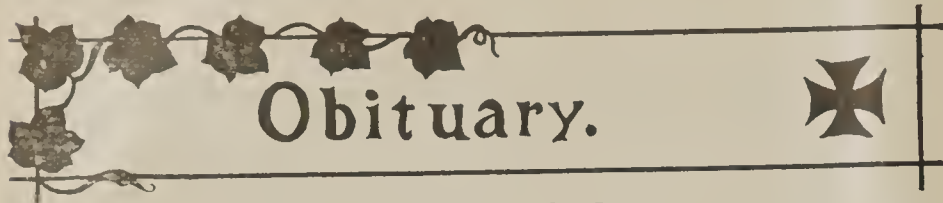
The nurseryman is often asked to do the impossible, such as supplying fruit trees which will bear a full crop next year. Plant a bed of evergreens that will stay just one size and always look well, supply plants that will bloom all the time and plants that will thrive and look well without any care. One lady brought a painting of flower border to a nurseryman to show him just what she wanted. The painting was a very good one, as it was possible to identify the different flowers in the border, and so must have been the artist's imagination, for he had daffodils, paeonies, Iris larkspurs, sunflowers, all blooming at the same time. It was not an easy matter to convince the lady it was impractical.

Practical and thorough knowledge of plants, is the one great requisite towards the making of a successful gardener, so that a nurseryman is usually eminently fitted to take up the profession which the exigencies of his business is leading him into.

“THE MONTHLY SUMMARY OF COMMERCE AND FINANCE” FOR JAN. 1915, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	JANUARY—				SEVEN MONTHS ENDING JANUARY—					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut....	3,099	32,863	12,895	114,826	282,976	1,776,898	208,152	2,017,118	236,741	2,252,475
		358		3,586		1,612		9,299		11,018
All other.....{ free....						713,734		777,768		765,961
.....{ dut....		101,593		129,508						
Total.....		134,814		247,920		2,492,244		2,804,185		3,029,454





## Obituary.

H. F. DARROW.

Mr. H. F. Darrow, who has been ill for some time past, died Sunday, February 21st, in the Long Island City Hospital, at the age of 48 years.

Mr. Darrow was well known to nurserymen in this country and Europe, being a large importer of plants, bulbs and seeds, and succeeded August Rhotert in this business some years ago. He represented many of the foreign nurseries and seed houses. He was sole representative for the United States and Canada of Vilmorin-Andrieux & Co, seedsmen of Paris, France; of Louis Leroy's Nursery Co., Angers, France; John Palmer & Sons, Ltd., nurserymen of Annan, Scotland; the Haerens Co., growers of hot house plants, Ghent, Belgium; E. Neubert, growers of Lily of the Valley, Wandsbek, Germany. He was also a direct importer of French, Japanese and Holland bulbs.

### FIRE AT THE NURSERIES OF J. W. THOMAS AND SON

The nursery of J. W. Thomas and Son, King of Prussia, Penna., had a rather serious fire on Saturday, March 20th. About 9.30 in the morning a fire was discovered in the haymow and although the fire companies got to the place on record time the building was burned to the ground. The timely arrival of the fire companies however prevented the fire from spreading to the packing sheds and other buildings so that a loss of nursery stock was avoided. They did, however, lose one horse and several others were badly injured. The origin of the fire is unknown. The buildings were partly insured.

### A PIONEER NURSERYMAN

The catalogue of D. M. Andrews, proprietor of Rockmont Nurseries, Boulder, Colorado, is before us and is interesting because it lists many plants native to Colorado that are not usually found in other nurserymen's catalogues.

To locate in the Rocky Mountain region of Colorado, where conditions are so unlike other localities, when Mr. Andrews did and build up a business in ornamental nursery stock was the work of a true pioneer, and a genuine lover of plants. There were few sources whence he could draw and profit by the experiences of others.

It was a case of experiment and find out for yourself both in growing and marketing, and there is every evidence Mr. Andrews has met with success.

### A CORRECTION

Doubtless every reader of the National Nurseryman noticed the full page advertisement with illustration of Apple Grafts of F. W. Watson & Co., Topeka, Kansas, in our March issue.

Few nurserymen would not readily recognize the obvious error of the legend underneath the illustration which should have read "Apple Grafts" instead of "Apple Seedlings."

### FIRE AT ELIZABETH NURSERY CO.

On March 20 a very serious fire of unknown origin destroyed the packing sheds and other buildings of the Elizabeth Nursery Co., Elizabeth, N. J. The estimated loss is \$30,000, partly covered by insurance.

The company has made arrangements to use the packing sheds of the late Hiram T. Jones Nursery, which are located very near by, and every effort will be made to prevent any more delay than necessary in filling orders.

### AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

**Executive Committee**—Thomas B. Meehan, Dresher, Pa.; John H. Dayton, Painesville, Ohio; J. B. Pilkington, Portland, Ore.; John Hall, Rochester, N. Y., Ex-officio.

#### Chairmen of Committees.

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurserymen's Association**—President, T. E. Burroughs, Deep River, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaus, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, Chas. Pennington, Rutherford, Tenn. Secretary, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



## NEW CHINESE SCHOOL OF FORESTRY

(Consul General Thomas Sammons, Shanghai, Jan. 14.)

During the past few years much attention has been given by foreigners in China, as well as by many thoughtful Chinese, to the question of afforestation. A very practical movement in this direction is being conducted by the Nanking University under the direction of Prof. Joseph Bailie, an American citizen.

In reviewing the work, Prof. Bailie states that the co-operation of the Director of Forestry in Manila has been secured in the establishment of a School of Forestry in the University of Nanking. The Director has offered to the University of Nanking the services of two experts sent by the United States to the Bureau of Forestry in Manila to lay out the course of study, investigate conditions, put the school in working order, deliver lectures, etc. It is also understood that the head of the Bureau of Forestry in Peking has enthusiastically indorsed the project.

The European war has rendered it impracticable to secure assistance for the project in the West, and it is the hope of those interested that public-spirited citizens in the large cities of China will aid by offering scholarships to the new school. The Forestry Fund Committee of Shanghai has sent six students to the School of Forestry in Manila by the scholarship method, some of whom have graduated, and has shown its approval of the School of Forestry at the University of Nanking by awarding three scholarships to that institution this spring.—*Commerce Reports*.

## GREEN BULLETIN NUMBER 3

will be mailed about April 1st, showing one of the most complete assortments in the country at very reasonable prices. We have the equipment to handle your orders promptly and carefully.

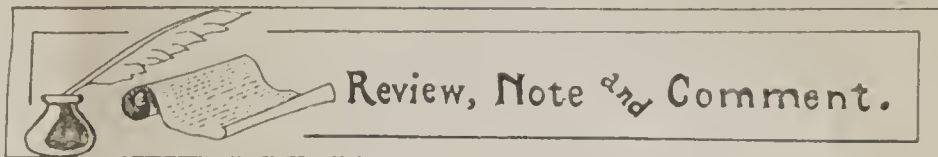
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**SHENANDOAH NURSERIES**

D. S. Lake, Pres.

**SHENANDOAH, IOWA.**

**"Exclusively Wholesale"**



### NURSERY STOCKHOLDERS LIABLE FOR NOTES.

The state supreme court has affirmed Montgomery county common pleas court in a decision whereby stockholders in the Albaugh Nursery and Orchard company are liable to the amount of \$23,795.20 on notes held by the Fourth National bank of Dayton.

This decision affects only about six of the stockholders who will be liable for nearly \$8,000, the rest of the amount having been met by the other stockholders at the time the first decision was rendered.

The nursery was organized by Noah Albaugh and was located near Tadmire.—*Journal, Dayton, Ohio*.

Messrs. Thomas H. Gill, of Milwaukee, Wis., W. W. Gill, of Madison, Wisconsin, G. E. Newman and Mrs. Mae W. Newman, of Mobile, have formed a corporation in the name of the Dog River Nurseries and Development Company. The corporation proposes to buy, sell, lease and develop farm lands on and near Dog River. Capital stock is given as \$25,000, of which \$15,000 has been subscribed.

### PLANTS SOLD OUT

"Our advertisement seems to have done its work. The plants offered have been sold and we shall not care to advertise any further."

NEW ENGLAND NURSERIES CO.,

Mass.

Callicoon, N. Y., February 3, 1915.

I am inclosing check for \$1.00 for my subscription to the National Nurseryman. It is certainly the best investment a nurseryman can make.

Very respectfully, CHARLES G. CURTIS.

### BLACK PEARL RASPBERRY

The Kelsey Nurseries, St. Joseph, Missouri, are offering a new raspberry "The Black Pearl." Many claims are made for it, the result of six years of observations.

1st. Extreme health of cane and foliage. Nothing approaching it has been shown by any of the other sorts. All Raspberry growers know that healthy plants mean capacity for heavy fruiting.

2nd. Extreme hardiness of plant. Even the tips of the canes have generally gone through the winter in good, bright condition.

3rd. This variety will produce a good, paying crop the second season after planting. Fifteen months after the plants are set, you will be picking good crops from them. This enlarges the opportunity of the tenant farmer and those who must have prompt returns.

4th. They commence ripening a week earlier than Comberland and continue to give good pickings throughout the raspberry season.

5th. The quality is exquisite. As a shipper, it holds up and handles better than any of the other kinds.

It originated near St. Joseph and is a great favorite with the raspberry growers of that locality.







## ADVERTISING IN THE "NATIONAL NURSERY-MAN" BRINGS RESULTS

"You will please discontinue our adv. as we now have enough stock to supply our demand. We thank you for your favor in this matter, and are well pleased with the results which we have had through your paper."

FINLEY & WINDMILLER,  
Pleasant Hill, Ill.

## NOTEWORTHY PLANTS IN FLOWER AT THE ARNOLD ARBORETUM.

The first of the Japanese Cherries to flower is *Prunus Sargentii*. This is a tall tree in the native forests of the Northern Island where it is valued as a timber tree. There are six specimens of different sizes on the Forest Hill Road, and they are now covered with clusters of large pink or rose-colored single flowers, for the color of the flowers of this tree vary considerably on different individuals. The small black fruits which ripen in June are almost hidden by the large dark green leaves which in the autumn turn to shades of orange and red; the smooth, shining, reddish bark adds to the beauty of this tree. Travellers who have seen Cherry blossoms in many lands declare that *Prunus Sargentii* as it now appears in the Arboretum surpasses in beauty all other Cherry-trees. Whether this is an exaggeration or not it is certainly a tree of first-rate importance for New England; and its hardiness, rapid growth, large size, the abundance of its flowers even on small plants, and its handsome foliage make it the most valuable deciduous leaved tree we have yet obtained from Japan. The trees in the Arboretum produce large crops of seeds and these germinate readily so that there is no reason why *Prunus Sargentii* should not become a common tree if nurserymen will recognize its value and make a business of making it known to the public.

The better known *Prunus pendula* flowers a few days later. This tree is remarkable for its long, slender, pendulous branches which before the leaves expand are covered with small pink flowers. *P. pendula*, which does not appear to be common in a wild state in Japan, is often planted in Japanese gardens in which it sometimes grows to a large size. It was brought to the United States many years ago, and specimens from twenty to thirty feet high can be seen in the neighborhood of Boston. By nurserymen it has usually been propagated by grafting on tall stems of the common Cherry, with the result that the trees look unnatural and are rarely long-lived. Plants produced by grafting at the ground level grow to a larger size, live longer, and when in flower look like fountains of pink mist. It has been shown at the Arboretum that the drooping habit of the branches is reproduced in seedlings, and as this Cherry bears seeds freely, seedling plants will, it is to be hoped become more common.

A plant with even more beautiful and more abundant flowers than *Prunus pendula* is *Prunus subhirtella*, or as it is now labelled in the Arboretum, *P. pendula ascendens*, a small tree, or as it has grown here a large shrub, from central Japan, and now known through Wilson's

# Ready Now

Special  
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collections to occur also in western China. It is perfectly hardy and flowers freely every year. Introduced into the Arboretum over twenty years ago, and from here sent to Europe, it is surprising that this handsome plant has remained so little known in gardens.

*Prunus triloba* can be seen in flower near *P. tomentosa* just below the entrance to the Shrub Collection at the Forest Hill gate. It is a shrub with bright clear pink flowers which are about an inch in diameter and appear before the leaves. The double flowered form of this shrub (var. *multiplax*) is a favorite garden plant in China whence forty or fifty years ago it was introduced into Europe and the United States where it is often cultivated. The much more beautiful single-flowered plant grows on the mountains near Peking and appears to have been cultivated for the first time in the Arboretum to which seeds were sent from China in 1882. Although perfectly hardy *P. triloba* is not a particularly vigorous plant. It well deserves a place, however, in every garden for the charming color of the flowers.

The Plum-trees in the group next to the Cherries and at the principal entrance to the Shrub Collection from the Meadow Road are beginning to open their flower-buds. The earliest is the Canada Plum (*Prunus nigra*). This is the most northern of the American Plums, being distributed from Newfoundland to the shores of the Strait of Mackinaw and southward to the northern borders of the United States. It is a small tree with rough dark bark, rather erect, ridged, spiny branches, and flowers slightly tinged with pink and becoming rose-colored in fading. This is not one of the handsomest of the American Plum-

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trees, but it is valuable on account of its hardiness, the early appearance of the flowers, and the early ripening of the fruit. Several selected forms are grown by pomologists. The flowers of *P. nigra* will soon be followed by those of the Chinese *P. triflora*. This is a common fruit tree in China and Japan, and from it or from some of its varieties the so-called Japanese plums, now so popular in the United States, have been derived. The plants in the Arboretum were obtained from seed brought in 1892 by Professor Sargent from Japan. With *P. triflora* will probably flower one of the Siberian Apricots, *P. dasycarpa*. In the Arboretum it has grown into a large shrub with wide-spreading branches. This plant is chiefly interesting on account of the dark purple or black color of the fruits which, however, have little value in comparison with those of the common Apricot.

The Shad-bushes (*Amelanchier*) are just opening their flower-buds and it is a delightful time in the Arboretum when they are in bloom for they have been planted freely in the borders and along the margins of the woods, and some of these plants have grown to a large size. Two species are native in the Arboretum, *A. canadensis*, which grows in woodlands and often becomes a tree of considerable size; this species can always be recognized in early spring by the purple color of the unfolding leaves; and *A. obovatis*, which is an inhabitant of low moist soil and more shrubby in habit, with gray unfolding leaves covered with a thick felt. There are good sized trees of the former at the base of the wooded slope on the right hand side of the Forest Hill Road and in the rear of the Apple Group, and there is a large plant of *A. obovatis* on the border of the North Meadow. It is this species which has been generally planted in the Arboretum.

Few of the forest trees of Europe really succeed in eastern North America, but in the half dozen exceptions to this rule the Norway Maple (*Acer platanoides*) must certainly be included. Just now this handsome tree is conspicuous from the clusters of bright yellow flowers which cover the leafless branches. More showy than the flowers of the native Sugar Maple they are less delicate in color, while the flower clusters lack the grace of the slender drooping racemes of the American tree, which make the flowering term of the Sugar Maple a term of peculiar charm.

The hybrid *Forsythia intermedia* is valuable as a garden plant. Another hybrid of the same origin, which was raised in Germany and is called *F. intermedia spectabilis*, is flowering in the Arboretum for the first time. The flowers are larger and of a deeper color than those of the parents with narrower but longer corolla lobes. This new hybrid promises to be a garden plant of exceptional value. It may be seen among the other species and hybrids in the rear of the bank of Forsythias on the left hand side and at the lower end of the Bussey Hill Road.

Many of the species of Ribes (Currants and Gooseberries) in the Shrub Collection are already covered with nearly full grown leaves; and a few of them, including the Rocky Mountain *R. cereum*, are in flower.

In the Rhododendron collection at the base of Hemlock Hill a number of plants of *R. praecox*, Little Gem, are covered with clusters of pale lilac colored flowers. This plant was raised several years ago in the Veitchian Nursery in England by crossing the Siberian *R. dahuricum* with *R. praecox*, *R. praecox* being a hybrid between *R. dahuricum* and Himalayan *R. ciliatum*. The Little Gem Rhododendron is a dwarf and perfectly hardy plant, and the earliest of the evergreen Rhododendrons in the collec-

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SUMMER GROWN ON OWN ROOTS

2½ inch for lining out

4 inch for short lists

THE LEEDLE FLORAL COMPANY®  
SPRINGFIELD-OHIO.

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Our Mr. Henry Kallen has again arrived in order to make his annual call on the trade. Army service compels him to call earlier than usual. Kindly address all correspondence care of MALTUS & WARE, 14 Stone St., New York. We solicit your further confidence and orders.

KALLEN & LUNNEMANN, Boskoop, Holland

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OFFERS TO THE TRADE FOR FALL AND SPRING 1914-1915, NORWAY MAPLES, PIN OAKS, LOMBARDY POPLARS, ORIENTAL PLANE, LILACS IN VARIETIES, IBOTA PRIVETS.

Send us a list of your requirements. We quote low Prices.  
P. O. Box 731, - - - - - Wilmington, N. C.

#### RED OAK ACORNS

New crop—prime—fresh, excellent quality. Collected in Northern Illinois. Have between 40 to 50 bushels still on hand—price while they last \$2.00 per bushel (50 pounds). 10 bushels \$18.50.

Also complete stock Evergreen Tree Seeds. Write for price list.

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## Apples

2 YEAR OLD BUDS

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APPLES IN LEADING VARIETIES Prices very reasonable

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### GENERAL LINE OF NURSERY STOCK.

Fruit Trees, Ornamental Trees and Shrubs and Small Fruits. Large assortment of Apples and Peaches at low prices. Write for Trade List.

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## One and 2-Year Old Concord Grapes

Extra Fine, cheap by the 1000.

California Privet and Berberry for Hedging.

Ampelopsis Veitchi, 2 years, cheap in quantity. St. Regis Raspberry and all other Small Fruits, Etc. Send for Price List.

CHAS. BLACK,

HIGHTSTOWN, N. J.

### ORNAMENTALS.

ELM, AMERICAN, 8 to 10 feet and 10 to 12 feet.

MAPLE, SUGAR—All Sizes.

ROSES—Paul Neyron and Luzet.

CRIMSON RAMBLER and FLOWER OF FAIRFIELD

W. B. COLE, - - - Painesville, Ohio

LET ME QUOTE YOU ON

TREE AND SHRUB SEED

CONIFER AND ACORNS

A SPECIALTY

J. F. Von Hafften, Consulting Forester

Winfield Junction, L. I., N. Y.

## TRADE DIRECTORY

New 1914 Edition

Price \$3.00, Postpaid

NATIONAL NURSERYMAN PUB. CO. Inc.,

ROCHESTER,

N. Y.

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Thoroughly experienced, of excellent executive and business ability, good initiative, married, best of health and habits. Capable of holding position of high responsibility. References from Banks and business men cheerfully furnished. Open for engagement after June 1st.

Address B. & C., Care The National Nurseryman.

Spiraea Van Houttei cuttings 1 yr. beautiful plants, first class. Grown from hard wood cuttings. Write for prices.

Very truly,

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**ROSES CANNAS SHRUBBERY**  
**Conard & Jones Co. West Grove, Pa.**

**Hardy Ferns 7 named varieties**

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**Burbank** CACTUS, LOGAN BERRIES, OLIVES, ORANGES,  
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everything grown in a first-class nursery — whole-  
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## We have Several Cars of SPAGNUM MOSS

30,000 Carolina Poplar 6-8 and larger

20,000 Golden Willow 6-8 and larger

500,000 Strawberry plants also Currants

Blackberry and Raspberry plants to offer

Write for prices

**Z. K. JEWETT CO.**

SPARTA

WIS.

tion to flower. It blooms, however, so early that unless an exceptionally favorable place can be secured for it the flowers are too often ruined by frost.

Two American shrubs which have been used largely in the Arboretum for ground cover are now in flower and may be seen along the borders of several of the drives. They are the Fragrant Sumach (*Rhus canadensis* or *aromatica*) and the Yellow Root (*Zanthorhiza apiifolia*). The former is rather a straggling plant with slender stems sometimes three or four feet high, although in one of its forms this plant grows much more compactly. The flowers are bright yellow in small axillary clusters which appear before the three-lobed leaves. This has been found a useful plant in the Arboretum, although as a ground cover it has not proved as successful as the Yellow Root. This does not grow so tall, and spreading rapidly by underground shoots soon thickly covers the ground with its erect stems. The small purple flowers are produced on terminal erect or spreading racemes and open before or with the unfolding of the pinnate leaves, which become clear bright yellow in the autumn. In the whole this is the most satisfactory shrub, for covering the ground among trees and larger shrubs, which has been tried in the Arboretum.

The careful examination of the opening buds and unfolding leaves of trees and shrubs can give much pleasure and greatly help to an accurate knowledge of these plants. Nearly every species differs in the color of the very young leaves and in the nature and amount of the hairs which protect them in the bud. At this time the young leaves of the Horse-chestnuts or Buckeyes, of the Shadbushes, of several Maples, and especially of the Moosewood (*Acer pennsylvanicum*), of the Viburnums, and of many other plants in the Arboretum, are, if carefully examined, objects of great beauty; and in the young leaves are often found important characteristics for distinguishing species. All the American Oaks, for example, differ in their very young leaves, and some of them, like the Black and Scarlet Oaks, which are often difficult to recognize by their fully grown leaves, are easily distinguished by their very young leaves. All the American Oaks which are hardy in New England can be seen in the valley between the upper end of the Bussey Hill Road and the Valley Road and in a few days their young leaves will be in condition to study.

The flowers of the Chinese Magnolias, Forsythias, Asiatic Cherries, and early Plum-trees and the expanding buds of a large number of trees and shrubs make this a good time for an early spring visit to the Arboretum.

**SPECIAL  
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of Many Fine Blocks of No. 1 Quality  
**WHITE PINE**  
New England Born  
TWICE Transplanted  
New England Grown  
Root-Pruned

SEVERAL GRADES OF SUPERIOR TREES, ONE TO FOUR FEET

This magazine does not print prices. So send for  
OUR VERY LOW PRICES. Write to-day.

Write also for our NEW TREE CATALOGUE  
of Many Millions of Trees for Ornament and Shade,  
for Hedges, for Windbreaks and Forests.



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"THE NURSERY FOR NURSERYMEN"  
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Large, heavy crowns with numerous buds; roots long, plump and vigorous. Our 1 yr. plants are as large as average size 2 yr. plants, owing to our exceptional soil and long growing season large enough to satisfy customers who want big 2 yr. plants. U. S. Dept. Agr., Farmers' Bulletin No. 61, says: "1 yr. crowns to be preferred. Has been proved produce larger and more valuable crops than either 2 or 3 year olds."

Conover Colossal Asparagus 1 yr. old roots \$2.75 per M.

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Ozark Mountain grown. Our Stark City soil produces wonderful roots, heavy, long, spreading. Over seven million strawberry plants; 30 best varieties.

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Send for list of varieties and prices on all fruit trees, berry bushes, roses, ornamentals. Perfection Currant, Oregon Champion Gooseberry, Etc. Extra quality. Stark City grown. Samples on request.

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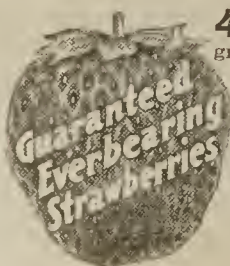
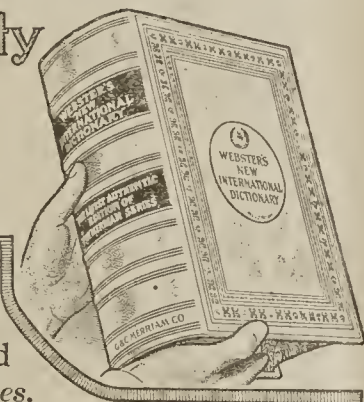
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We have a nice stock of **CUMBERLAND, GREGG** and **COLUMBIAN**; strong one-year tips.

**A GENERAL LINE FRUIT AND ORNAMENTAL STOCK**

Send list of wants for prices

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Large assortment of Tree, Shrub and Fruit Seeds for ornamental and forestry purposes  
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Norway Spruce	White Spruce
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### ALSO THE FOLLOWING SEEDLINGS

White Spruce	Am. White Elm
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### Moving Machines

A patented device for moving deciduous and evergreen trees from 1 to 2 feet in diameter, and 30 to 80 feet high. Get our catalog which shows photographs of thousands of big trees that we have moved. Price \$200 to \$600. We rent these machines at \$10 per day. Could you use or rent such a machine?

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Why say more here. Send for our Wholesale price list of varieties and benefit from the opportunities this affords you. Address

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2 to 3-year-old bushy plants, cut back twice. Special prices on lots of 20,000 or more. Sold farm, must remove by May 1st

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The rarest evergreen climber, common name  
EVERGREEN BITTERSWEET

Specimen Arbor Vitae, Norway Spruce, and Hardy Ph'ox in best quality, can supply in carload lots, get sample and prices.

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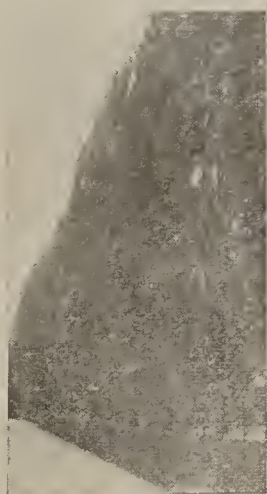
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Select from our specialized collection of young conifers for every place and purpose. Stock particularly suited for lining out and forest planting. Your order will have personal attention and the price will be right. Send for our catalogue and save money.



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# 500,000 California Privet

Two years, 2 to 3 feet, 5 to 8 branches, extra fine.

Two years, 2 to 3 feet, 3 to 6 branches.

Two and Three Years, 3 to 4 feet, 6 to 12 branches, extra fine.

Bright, Clean and Handsome with remarkable root system.

**Amoor River Privet**

One year, 12 to 18 in., extra fine.

Two years 1½ to 2 ft.; two years, 2 to 3 ft.

**Berberis Thunbergii**

Two years, transplanted and stocky, 9 to 12 in., 12 to 18 in.

SPECIAL RATES ON LOTS OF 5000 OR MORE.

Contracts for California Privet in car lots for fall delivery solicited.

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J. E. Stoner, Prop.

We offer for Spring 1915

Peach, 1 yr. Buds, 35 varieties

Apple, 2 yr., all grades

Apple, 1 yr. Buds

Asparagus, 1 and 2 yr.

California Privet, 1 and 2 yr.

Carolina Poplars, 8 to 16 ft.

Can supply the above in car lots or less, also Downing, G. B. Ruby and Miller Red Raspb., Catalpa Spec. Seedlings, Barberry Thunbergii, Magnolias, Hydrangeas, P. G. Japan Maple, Red Leaf Spireas and Deutzias in asst. Evergreens, N. Maple, Etc.

Please submit list of wants for prices.

We offer N. C. Natural Peach Seeds, Crop 1914.

## WE OFFER

Grape Vines, Currants and Gooseberries

in all varieties and grades

—also—

Grape and Currant Cuttings and Light

Grade of Vines for Lining Out

in Nursery Rows

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**STANDARD PEAR**—Two year, one of the best blocks we have grown strong on Bartlett.

**APPLE**—Two year buds, XX fancy stock.

**APPLE**—Two year grafts and one year buds.

**PEACH**—One year, all leading varieties.

General line of other stock in smaller quantities.

Call and inspect our stock en route to or from the Convention.

We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

**FOREST TREE SEEDLINGS** we only have in limited supply this season, and would advise placing your orders early.

**TREE SEEDS** we can supply in limited quantities.

Send list of your requirements for lowest prices. Trade list ready.

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Sparta, Ky.

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Nurserymen

Fredonia, N. Y.

Growers of

**Grape Vines, Gooseberries  
and Currants**

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We are long on Gooseberries, 1 and 2 year; Niagara 1 year Worden, 1 year; Mo. Ely, 1 year; Fay Currants, 1 and 2 year.

Write for special prices.

We have a splendid stock of

# Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

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We have imported from our connections in France several carloads of nursery-stock, consisting in a most general line of Conifers, Evergreens, Shade and Ornamental Trees and Shrubs, **for lining out.** Every box is opened by us on arrival, carefully inspected, and reshipped to our customers. Nurserymen not importing enough to secure carload rates, should take advantage of this, and send for our list at once.

**Our list of Surplus Stock** has been mailed to the trade. If you have not received a copy, write us to-day. We have an unusual fine stock of

Altheas	Cotoneaster	Jasminum	Roses
Ampelopsis	Deutzias	Kerrias	Spjraeas
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Box for Edging	Forsythias	Paeonias	Weigelias
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We have a surplus of one year old Apple in the following varieties; Ark Black, Delicious, Jonathan, Newton, Rome Beauty, Spitzenburg, Stayman's Winesap, and Winesap. Also a beautiful block of one year old Pear, Anjou, Bartlett, Comice, Clapp's Favorite, Flemish Beauty, Winter Bartlett and Winter Nellis.

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Samples and prices are at the command of a communication from you.

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General Line of Nursery Stock

200,000 Dwarf and Standard Roses: Perpetuals, Chinas, Polyanthas, Climbers, Teas, Hybrid-teas, etc.

Amphelopsis, Wistarias, Ivies, Hydrangeas, Hortensias, Magnolias, Ivies, Laurels, Aucubas. All varieties and Sizes of Conifers.

50,000 California Privet, 4-6 feet, also Golden Privet.

500,000 Rosa Canina Briar Seedlings, etc., etc.

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 HARDY NURSERY STOCK SUCH AS  
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 PAEONAS, MAGNOLIAS,  
 RHODODENDRONS,  
 ROSES, ETC.

Offered by

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Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED

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Blackberries  
Dewberries

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Privet

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100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

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Correspondence solicited.

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APPLE, One Year No. 1.

40,000 Trees in assortment.

3,000 BALDWIN, 5-6 ft., No. 1.

4,000 N. SPY, 4-5 ft., No. 1.

CAROLINA & LOMBARDY POPLAR,

2,500, 8-10, 10-12, 12-14 ft.

WANTED—Cherry and Plum, 2 yr.

LOUIS M. EMPIE,

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Offers the Trade for Spring 1915

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## A Large Stock of Apple, Pear, Cherry and Peach Grape Vines, Blackberry and Raspberry Plants

And a general line of ORNAMENTAL TREES and SHRUBS. All stock clean and thrifty, the best that can be grown.

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We offer Peach Trees, Apple and Plum Trees, good assortment. Send us your want list and let us quote you prices on what you need. We can ship by the Car Load. Leading varieties of Pecans grown at our Florida Branch.

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A complete line of High Grade Nursery Stock. 50,000 Peach trees—leading varieties. Keiffer Pear—500 bushels N. C. Peach Seed, crop 1914. Oriental Planes, Pin Oaks—Norway Maples 8-10 ft. extra fine, straight bodies, 3 year transplanted (Holland grown). Cannot be beat in this country.—Norway Spruce, Spirea Van Houttii (exceptionally nice) 25,000 Sugar Maples Seedlings (Small) for lining out.

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Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

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This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists, let us est.



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**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
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400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

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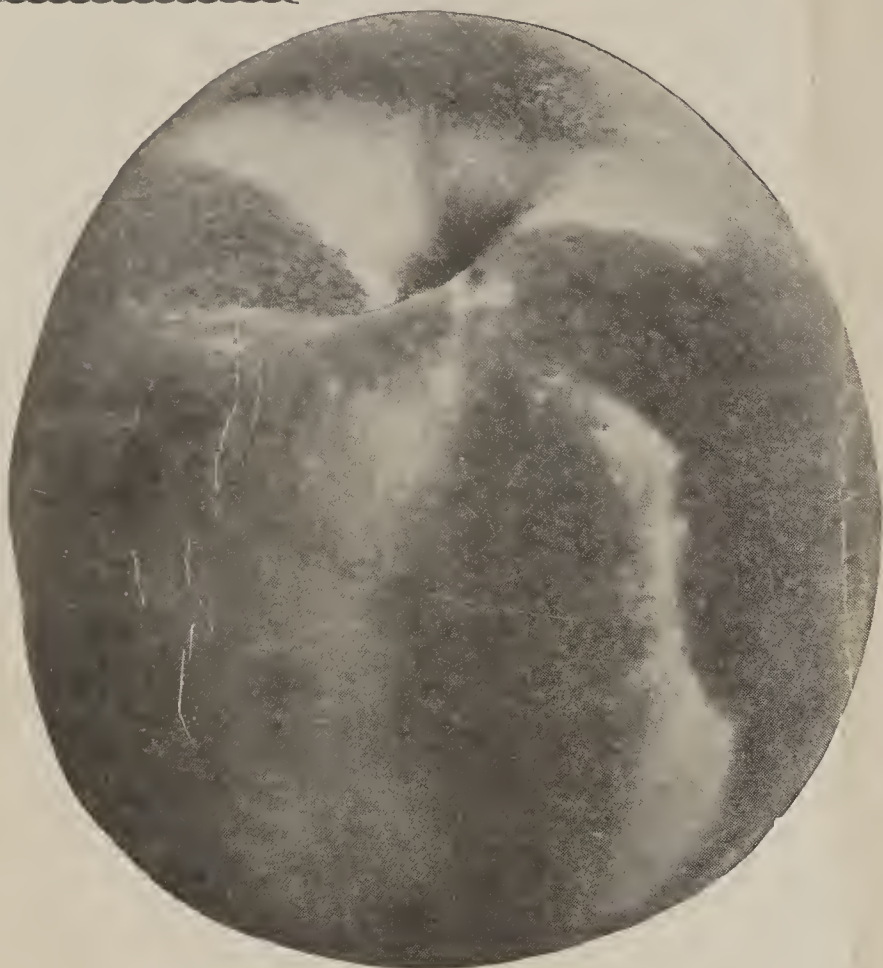
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## APPLES

Baldwin  
McIntosh  
M. B. Twig  
Stayman's  
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## We have an Exceptionally Fine Lot of these Apple and Peach Trees

Nurserymen everywhere must be aware of the advantage in purchasing HARRISON TREES; for each tree is Berlin-grown and is proved of the highest value. We strive to produce trees finer than any others grown in America or elsewhere. COME TO BERLIN—we want you to inspect them for yourself before deciding with whom to place your order.

Read this list for other items—but *don't forget the SPECIALS*. We are ready to ship whatever quantity you desire and at the time requested.

### PEACHES, One-Year, Budded.

	6-7 ft. ¾ in.	5-6 ft. 16 in.	4-5 ft. ½ in.	¾ ft. ⅜ in.	2-3 ft.	½ ft.
Belle of Georgia	9000	19000	9000	2000	2000	
Beers' Smock	200	4000	1000	1200	500	500
Carman	500	2900	5000	4000	2000	2000
Chair's Choice					500	500
Champion	1000	6500	2000	4000	2000	2000
Crawford Early	300	1750	2000	1500	1000	1000
Crawford Late			4000	14000	13000	1000
Edgemont Beauty	100	1150	1300	300	500	500
Elberta	1500	4000	6000	5000	3000	2000
Engle's Mammoth	250	1100	1400	500	500	500
Ford's Late White	400	1000	1000	1000	500	
Geary's Hold On	500	1150	1600	1600	1500	500
Greensboro			2000	3000	3000	2000
Kalamazoo	50	1150	600	250	400	300
Mamie Ross	250	1800	2500	800	700	800
Mayflower		1150	500	500	500	200
Moore's Favorite	450	2200	700	600	500	600
Mt. Rose	100	500	800	500	500	200
New Prolific	100	950	850	500	300	200
Niagara	50	600	500	300	200	200
Old Mixon Free		1200	1000	3000	2500	2000
Ray	2000	15000	17000	18000	9000	5000
Reeves' Favorite	100	500	400	300	200	200
Salway	150	1000	1500	1500	500	500
Slaphey	150	1250	1200	1600	1300	700
Stump	400	400	1800	1800	1000	500
Wonderful	100	1150	1400	900	300	400
Yellow St. John	150	1150	1500	550	500	200

### APPLES, Two-Year, Budded

	1 ¼ in.	1 in.	6-7 ft. ¾ in.	5-6 ft. ⅝ in.	4-5 ft. ½ in.
Baldwin	2000	8000	18000	7000	5000
Ben Davis	100	200	900	200	
C. R. June				50	
Dominie		25	100	50	
Duchess			500	500	300
Fallawater	50	50	100	50	
Gano		500	900	500	50
Gravenstein			300	300	100
Jonathan		200	2000	2000	800
King	50	100	600	150	50
M. B. Twig	500	6000	19000	7000	5000
McIntosh			6000	4000	2000
Mo. Pippin	10	25	50	10	
Myrick	25	25	100	25	
Nero	100	200	3000	2000	
N. W. Greening	25	50	150	50	
Opalescent	10	100			

### APPLES, Two-Year, Budded—Continued.

	1 ¼ in.	1 in.	6-7 ft. ¾ in.	5-6 ft. ⅝ in.	4-5 ft. ½ in.
P. W. Sweet	25	250	200	100	
Rambo	50	50	250	100	
R. I. Greening			50	100	
Red Astrachan	100	100	1000	250	
Smith's Cider	10	25	200	25	
Smokehouse	100				
Spitzenburg			100	100	
Stark	500	4000	4000	2400	1000
Stayman's	2000	7000	19000	9000	5000
Sweet Bough		20	100	50	
Wealthy			500	800	
Winesap	200	600	16000	9000	1500
Wolf River	100	900	2500	900	
Yel. Trans		100	800	900	
Yel. Belleflower	10	10	100	25	
York Imperial	1000	2000	2000	5000	2000

### CRAB APPLES.

	1 ¼ in.	1 in.	6-7 ft. ¾ in.	5-6 ft. ⅝ in.	4-5 ft. ½ in.
Golden Beauty		50	50	50	
Martha			25	25	
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	5-6 ft. ⅝ in.	4-5 ft. ½ in.	3-4 ft. ⅜ in.
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Alexander	250	200	25
Baldwin	10000	10000	2000
Ben Davis	500	4000	100
Bismarck	100	50	25
Bonum	200	300	150
C. R. June	1000	100	50
Duchess	1000	3000	1000
Delicious		1000	250
Duchess	1000	3000	1000
Early Harvest	500	500	200
Fallawater	300	400	50
Fameuse	500	700	150
Fourth of July	200	300	100
Gano	500	600	200
Gravenstein	2500	3000	600
Grimes Golden	2000	2000	600
Lowry	600	600	250
Jonathan	2000	3000	1000
King	700	800	250
M. B. Twig	20000	15000	5000
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MAY 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

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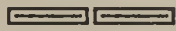
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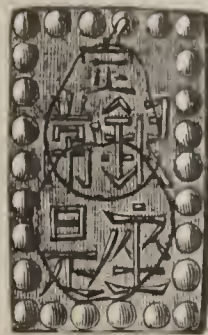
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INCORPORATED 1902

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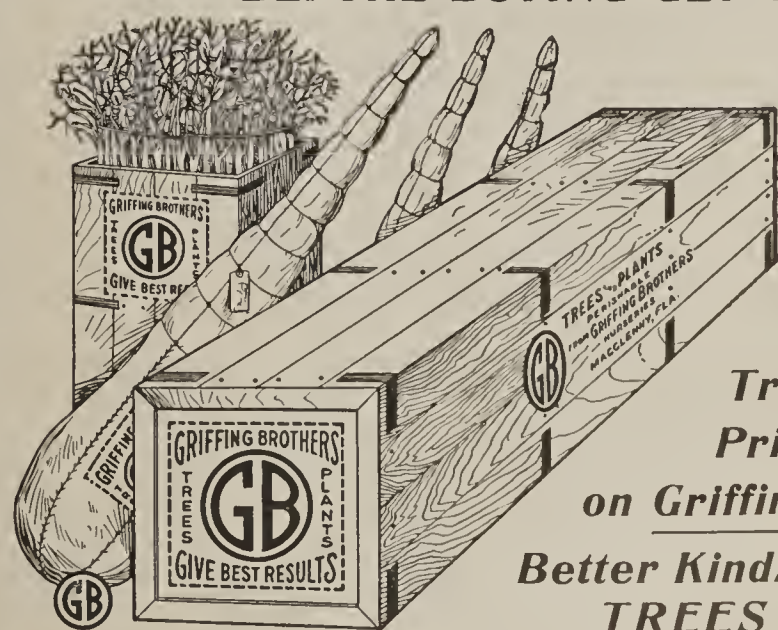
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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., MAY, 1915.

No. 5.

## PINUS EXCELSA.

**A**MONG all the pines, *Pinus excelsa*, Himalayan or Bhotan Pine stands out as the best to grow as a lawn specimen. There is something about it that makes it very distinct and refined, even in pine countries where they are the commonest tree it is sufficiently different to attract attention and earn for itself pride of position on the lawn.

Botanically it comes very close to our own native *Pinus strobus* being one of the five-leaved group. It is also somewhat similar in appearance to that beautiful but common kind. The main difference being in the long, slender leaves which gives it a graceful, pendulous appearance. The upper branches as shown in the accompanying illustration have an upward tendency, while the lower ones are drooping, this is characteristic.

In its native habitat in northern India, it attains the height of 150 feet and doubtless forms a clean trunk being an important timber tree. Every specimen the writer has seen in this country and Europe up to 50 feet was clothed with branches to the ground, which makes them especially desirable as solitaires on a large lawn.

It is very fast growing, faster if anything than the white pine and for this reason the young plants in the nursery are apt to look very thin, the internodes between the whirls of branches are apt to be as much as two feet. Frequent transplanting and judicious pruning will correct this tendency while in the nursery rows when they are planted in the position where they are to stay they are best left to their own natural development, for barring accidents such as a broken leader, its growth is beautifully symmetrical.

Although so closely allied to the



*Pinus excelsa*



white pine as far as the writer has been able to observe it is not subject to the diseases that are making the white pine so difficult to handle and for this reason alone it deserves serious attention from nurserymen.

In some localities the white pine seems almost hopeless without constant spraying and attention and such a desirable substitute will always find a ready welcome.

Bailey's Cyclopedia says it is hardy as far north as Massachusetts in sheltered positions.

### JUST WHERE DO NURSERYMEN STAND IN LANDSCAPE GARDENING?

*By Henry R. Francis, Assistant Professor of Landscape Extension, The New York State College of Forestry at Syracuse University, Syracuse, N. Y.*

The question which is used as the topic of this brief paper immediately came up in my mind as I read in the April number of National Nurseryman the article entitled "The Nurseryman as a Landscape Gardener." I have wondered often why it is that more has not been written on this important topic by nurserymen not only in trade papers but also in the popular garden magazines which devote so much space to the subject of landscape gardening.

It is only a question of a short time before every progressive retail ornamental nursery will be forced to maintain a well organized landscape department. In fact, most nurseries doing a retail business in ornamental stock need today from one to fifty representatives with a special training and experience in the proper use of ornamental nursery stock. The nurseries that are going to get business in the future to so great an extent as is possible are going to employ reliable, conscientious, straightforward men that can sell trees, shrubs and other plants not without further knowledge of their wares than that which they have gained from their over-colored lithographic plates but with full realization of the possibilities of increasing the beauty, utility and value of all public and private grounds by an intelligent use of the products of the houses which they represent. And this type of representatives must not only know these facts but also he must possess the necessary ability in salesmanship to impress his client in a favorable manner with suggestions given verbally or shown graphically by means of attractive sketches.

### THE DEMAND ON NURSERIES FOR GARDENING ADVICE IS WHOLLY NATURAL.

Every nurseryman dealing with the retail trade knows that the customers of his nursery expect advice on the use and care of plant material. Nurserymen have given this advice fully in the past either in a general way through the medium of their catalogs and other literature or in a special way through correspondence and personal interviews. It is fair to expect that this advice is going to be sought by the public more strongly as the desire increases to improve landscape surroundings.

Many well established industries feature *Service* as one of their greatest business assets. The nursery business should be in a position to make landscape service a paramount asset; but the great problem is how far may

the nurseryman safely go in giving free landscape service? And further, how far into the landscape field shall a well organized landscape department of a nursery proceed, at the same time protecting and promoting the nursery business? These are especially vital problems that should be decided at the earliest possible moment by the nurserymen who have some interest in the advancement of the profession of landscape architecture in addition to the promotion of the nursery business.

### A NURSERY SALESMAN CANNOT BE A LANDSCAPE ARCHITECT

There are no two interests more diagrammatically opposite than that of professional service in landscape architecture and that of salesmanship in the nursery business. After a great deal of study of the situation, I am firmly convinced that it is all wrong to have a nursery salesman present his business card as a landscape architect. I sincerely hope that the time will come when the National Association of Nurserymen will confer with the American Society of Landscape Architects and come to a definite understanding as to how far the profession of landscape architecture can be exploited with the best results to the nursery business as well as to the interest of the profession.

### THE OPPORTUNITIES ARE ENORMOUS FOR INCREASING SALES OF NURSERY STOCK THROUGH LANDSCAPE SERVICE.

It has been an enjoyable privilege for me to be connected as Landscape expert with several nurseries where I was called upon to go into a wide territory in the eastern part of the United States to render landscape services. The confidence with which people, in all sections, take up with nurseries the solution of landscape planting problems is so general as to make landscape service a great factor in nursery business.

To reach people who are anxious to improve their surroundings with a service that gives them the proper and only advice and material that they should have at a fair and reasonable cost, is a policy that every nurseryman can adopt with success to his own business and credit to the profession of landscape gardening.

### WILL BE MARRIED IN JUNE

Announcement has been made of the marriage of Mary Reed Covington, daughter of Mr. and Mrs. Joseph H. Covington, Franklin, Kentucky, to Walter E. Campbell, New Haven, Conn.

Mr. Campbell, secretary and sales manager of the Elm City Nursery Co., president of the Connecticut Nurserymen's Association and Connecticut vice-president of the National Association, is well known in nursery circles. Judging by the date set for the wedding (June 23rd) there is every prospect of the Detroit Convention being included in the itinerary of the honeymoon, which will give the nurserymen an opportunity to offer their congratulations in person.

Miss Covington is the oldest daughter of Mr. and Mrs. J. H. Covington, a graduate of Virginia Intermonte College and is an accomplished musician.

Mr. W. B. Van Eyk, of Messrs. G. W. Van Gilder, Boskoop, Holland, came on the S. S. Rotterdam to the U. S., on his yearly business trip. He says that he will be glad to see his friends in the land of peace.



## GOOD AND BAD TREES.

Professor R. W. Curtis of the landscape art department of the New York State college of agriculture has issued a list of desirable and undesirable trees. His list and comments follow:

### BAD STREET TREES

Professor Curtis points out that there are two classes of trees which are worthless on the street, those which are rapid growers and those which are individually conspicuous.

Under the rapid growers he includes weak-wooded and short-lived trees such as poplars, soft maple (sometimes known as silver or white maple), box elder or ash-leaved maple, sycamore maple, willows, birches, catalpa, European ash, and ailanthus. None of these, he said, should go on any city street with the possible exception of one. This exception is *Ailanthus*, or tree of heaven. In the dry tenement sections of large cities, where practically everything is pavement, the *Ailanthus* may be used, but only because it is able to flourish under these harsh conditions. It is short-lived, will break in storms, and becomes unsightly and dangerous as it grows old.

Carolina poplars and soft maples, he says, are planted altogether too much. He points out that it is against the law to plant these two trees on the streets of several cities, both east and west, as in Cleveland and Minneapolis. In the city of Washington, noted for its street trees, these kinds are being cut down and others planted in their stead. While they are rapid growers they are weak, break easily in the wind, heave up pavements because their roots are near the surface; the roots also get into the sewer pipes.

The box elder is a tree planted largely because it is advertised by nurserymen who find it easy to grow. In New York it is generally a small straggling tree, weak and short-lived. It may be good for holding sliding banks, because it grows and spreads rapidly, but it is useless on the street.

### CONSPICUOUS TREES UNDESIRABLE.

Among the conspicuous trees those which have flowers and fruits which would invite injury through vandalism are undesirable. Such trees are horse chestnut, *Catalpa*, flowering dogwood, *Magnolia*, mountain ash, hickory and chestnut.

In addition to inviting injury from those who seek its flowers or fruits, the horse chestnut, as a street tree, suffers from lack of water and very seldom survives the summer in slightly condition. The *Catalpa* is weak, has conspicuous flowers, and in addition has large tender leaves which collect dust and become torn and ragged in storms. The locust is badly riddled by borers, and should not be planted for the same reason that chestnut is not planted, that is, that it is likely to succumb to disease.

### GOOD STREET TREES

For streets from 60 to 90 feet between buildings, pin oak, oriental plane or sycamore, and Norway maple are said to be desirable. The Norway maple is tough and hardy, has few insect enemies, but has the disadvantage

of being broad and low-headed so that it does not allow of the passage of wires where overhead wires are in use. In order to provide ample growing space the trees should be planted 40 feet apart. For wide streets where there is more than 90 feet between buildings the American elm, red oak, and sugar maple are advocated. For these trees the space should be not less than 50 feet between trees and where possibly they should be planted well inside of the curb line.

The sugar maple is particularly attractive and desirable, but it needs a good deal of moisture. Pin oak is excellent for both narrow and average streets, and is also desirable as individual specimens for the lawn. Contrary to general opinion in regard to oaks, it is a fairly rapid grower and it shares this quality with red oak.

American elm is said to be the handsomest and most satisfactory shade tree in this country, mainly because of its high arching branches which shade but do not smother, allowing free passage of air beneath the tree itself. Some objection has been made to the elm tree because of the depredations of the elm-leaf beetle, and other insect pests, but this can be readily overcome. In other words, the authorities of the college of agriculture say that the farmer might as readily refuse to raise potatoes because of potato bugs, or decide against planting an orchard because of San Jose scale. The various enemies of the elm tree are easily overcome. One high power sprayer is sufficient to give all the elms in an average sized city or town a good spraying, promptly and efficiently, at a cost not to exceed 20 cents a tree. This high power sprayer has an engine with a special pump which can furnish 300 pounds pressure continuously. Such a sprayer can shoot over any tree grown in the east, and no ladders are necessary. The stream of spray breaks into a mist at about 50 or 60 feet from the ground when a straight-bore nozzle with a 1/8-inch opening, is used or from 90 to 100 feet with a larger opening. In a small town such a high power sprayer could be used for fire protection, or the engine could be detached from the pump and used for other power purposes.

### CO-OPERATION ESSENTIAL

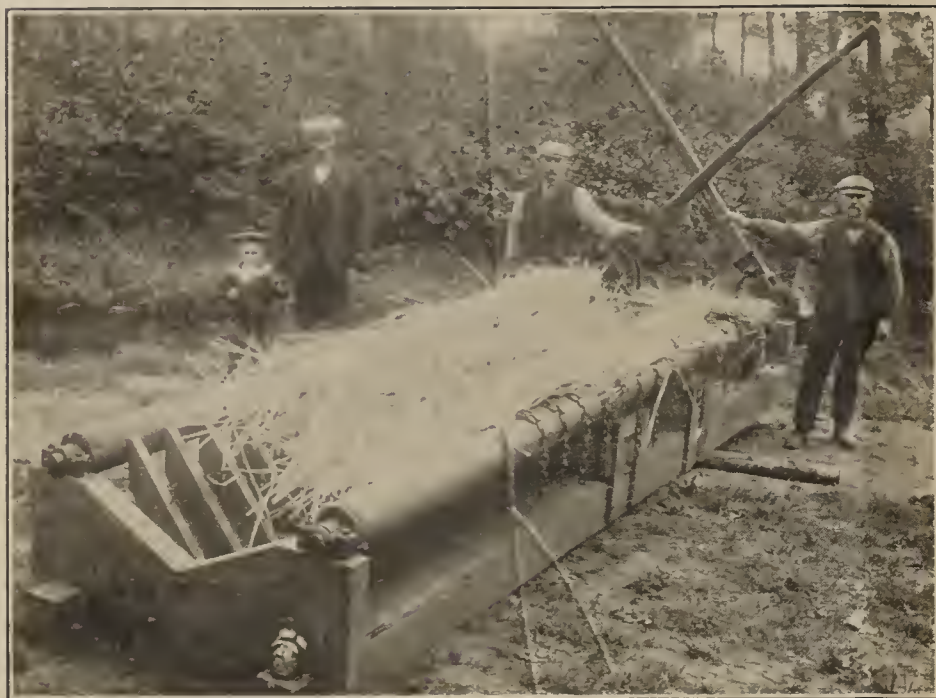
In all street tree work it is pointed out that co-operation with one's neighbors is essential, especially where the trees are not cared for under direct municipal supervision. A street planted uniformly to one good kind of trees is much better than one planted to three or four kinds, and the trees on both sides of the streets should be alike. It is advocated that all towns should have a shade tree commission or at least a tree warden with power to secure co-operation with all the city's interests, or that the town itself should plant and care for the trees.

### WILL INSTALL EXHIBIT

Prof. N. E. Shaw, chief of the Ohio State University bureau of nursery and orchards, yesterday was assigned by the state agricultural commission to install the agricultural exhibit of the state at the Panama-Pacific Exposition.



# A TREE PACKING MACHINE.

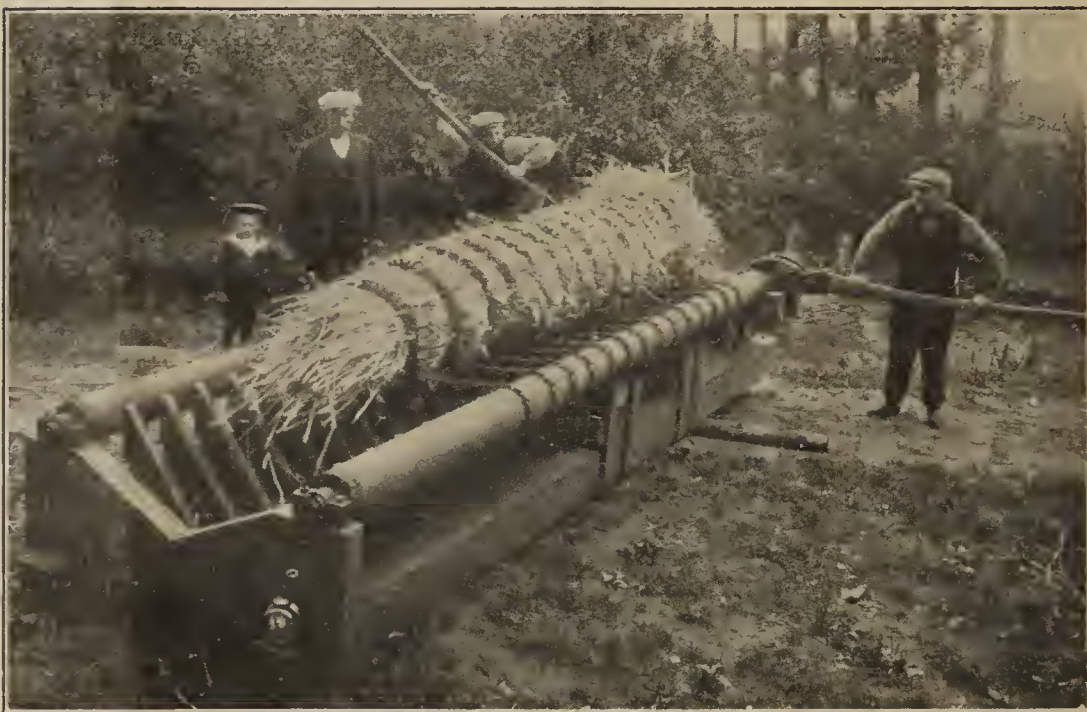


No. 1.

shown whilst being pressed. No. 3, packing machine ready to receive the next bundle, the one just made lying on the ground ready for despatch. The little timepiece shows the time which is wanted to pack such a bundle. This packing machine is made of the very best material and is very strong. I believe it is nearly everlasting. It has been sold to English and Dutch nurserymen and all are highly pleased with it.

Yours truly,

A. MOESKER, *Nurseryman,*  
*Stadskanaal, Gass, Nija. Mond, Holland.*



No. 2.

## BULLETINS OF INTEREST TO NURSERYMEN

The Woolly Apple Aphis. By A. C. Baker, Entomological Assistant, Deciduous Fruit Insect Investigations. Pp. 56, pls. 15, figs. 3. Contribution from the Bureau of Entomology. March 31, 1915. (Report No. 101, Office of the Secretary.) Price, 20 cents.

A description of the life history and habits of the woolly aphis, technical in character, and of interest to entomologists.

The Varieties of Plums Derived From Native American Species. By W. F. Wight, Botanist, Office of Horticultural and Pomological Investigations. Pp. 44. Contribution from the Bureau of Plant Industry. (Professional Paper.) March 13, 1915. (Department Bulletin 172.) Price, 5 cents.

This bulletin is of general interest, but especially to

horticulturists engaged in studying varieties, or doing work in plum breeding.

The San Jose Scale and Its Control. By A. L. Quaintance, In Charge of Deciduous Fruit Insect Investigations. Pp. 27, figs. 17. Contribution from the Bureau of Entomology. March 30, 1915. (Farmers' Bulletin 650.)

This bulletin is of interest to fruit growers generally.

Homemade Lime-Sulphur Concentrate. By E. W. Scott, Entomological Assistant, Deciduous Fruit Insect Investigations. Pp. 6. Contributions from the Bureau of Entomology. March 31, 1915. (Department Bulletin 197.) Price 5 cents.

Describes experiments in making lime-sulphur concentrates and gives the most satisfactory formulas. Of interest to all practicing spraying in insecticide work.

Federal Horticultural Board. February, 1915. No. 13. Pp. 7-8. March 23, 1915.



## Lilacs and Other Interesting Flowering Plants at the Arnold Arboretum.

MANY of the Lilacs are now in flower and persons interested in these plants should visit the Arboretum during the middle of May, although the flowers of several of the species will continue to open until the end of June.

The plant with which the popular idea of Lilac is associated, and which for New England and other regions with cold winters and hot summers, is one of the most beautiful and successful of all shrubs is *Syringa vulgaris*. It is a plant for the north, for in southern New England and southward the leaves in summer are often temporarily disfigured by a white mildew. This plant was sent from Constantinople to Vienna about 1560 and soon reached western Europe, as the purple and white varieties were cultivated by Gerard in England in 1597. The lilac was long believed to be a native of Persia, and it is only in comparatively recent years that its home has been found to be among the mountains of Bulgaria. A few years ago the Arboretum succeeded in obtaining seeds from wild Bulgarian plants and the seedlings raised from these seeds and bloomed last year for the first time. For more than two centuries only the purple and white varieties were cultivated; then a few selected seedlings appeared in gardens, and in the last thirty or forty years a great deal of attention has been paid in France and Germany to improving the Lilac. In the Arboretum collection there are now one hundred and twenty of these named varieties and there are others for which room cannot be found. Further improvements in these plants by selection can hardly be expected; indeed some of the oldest varieties are still the best, and many of the seedlings of recent years are so much alike that many of them are not worth cultivating. Indeed, in a dozen selected varieties nearly all the good qualities and the greatest beauty

of modern garden Lilacs can be found. If there is not much now to be expected from new seedlings of *Syringa vulgaris*, the making of hybrids between the species promises interesting and valuable garden plants if we can judge by the excellence of a few hybrid Lilacs, which have already been raised. The first of these hybrids, the Rouen Lilac, was raised in 1795 in France and is the result of crossing *Syringa vulgaris* with the small, late-flowered *Syringa persica*. The oldest name for this plant is unfortunately *Syringa chinensis*, given to it through a misunderstanding of its origin; it is also known as *S. rothomagensis*. It is very vigorous and is intermediate in character between its parents. The flowers are reddish purple, fragrant, and produced in long comparatively narrow clusters which weigh down the slender branches; there is a variety with nearly white flowers. This hybrid is among the best of all garden Lilacs.

A hybrid between *S. vulgaris* and *S. oblata* with small, semi-double, very fragrant, purple flowers, known as *S. hyacinthiflora*, is one of the earliest of all Lilacs to flower and is a vigorous, large-growing and very hardy plant. *S. oblata*, one of the parents of this hybrid, is a native of northern China and blooms about May twentieth. The large pale lilac flowers are very fragrant and are produced in more or less irregular clusters. The leaves are thick and leathery in texture, and, unlike those of all other Lilacs, turn in the autumn to a deep bronze red color. In gardens this plant becomes a tall, broad shrub, but the brittleness of the branches, which are often broken down by snow or ice, reduces its value.

Two other Chinese Lilacs bloom as early or earlier than *S. oblata*. These are the white-flowered *S. affinis* and the lilac-flowered form of this species, called var. *Giraldii*. *S. affinis* is the common and perhaps the only Lilac cultivated in the gardens of Peking in which great masses of it are sometimes seen. The variety comes from the province of Shensi. The flowers of these two Lilacs are fragrant and beautiful, but the open irregular habit of growth assumed by these plants in the Arboretum is not attractive. If they become more shapely with greater age, they will be garden plants of real value. *S. pubescens* is just opening its very fragrant, long-tubed, rather small flowers; this is a native of northern China, and is hardy, free-flowering, and one of the most beautiful of all Lilacs. It is still little known in gardens. The Persian Lilacs (*S. persica*) bloom rather later than the common Lilacs. This beautiful plant has been known in gardens for two centuries and a half, and there are purple and white-flowered varieties and a form with deeply-divided leaves (var. *laciniata*) which is less vigorous than the others. One of the least beautiful of Lilacs is the Hungarian *S. Josikaea*, a tall, slender shrub with narrow elongated clusters of small purple flowers which open later than those of the Persian Lilac. By crossing this plant with the Chinese *S. villosa* a remarkable race of hybrids was produced in Paris a few years ago. This hybrid race has the vigor, good habit, and large flowers of



No. 3.



*S. villosa*, and the purple flowers of *S. Josikaea*. The general name for this race of hybrids is *S. Henryi*, from the horticulturist who produced it, and the best known and most beautiful of these hybrids is called *Lutece*. This is a plant which should be in general cultivation. *S. villosa* blooms later than the other Lilacs and is therefore more valuable. It is a large, vigorous, and very hardy shrub with good foliage and numerous clusters of pale pink or rose-colored flowers which, unlike those of the other true Lilacs, have a disagreeable odor. A hybrid between *S. affinis*, var. *Giraldii*, and the common Lilac has been produced in France and is highly spoken of. It has not yet flowered in the Arboretum.

On the right-hand side of the South Street entrance are large plants of *Crataegus mollis* and on the left-hand side there is a plant of *C. arkansana*, and next to it and nearer the gate a plant of *C. submollis*. These trees, which are now in full flower, belong to the section Molles of the genus which has large leaves, large flowers and large, usually scarlet fruit. *C. mollis* is one of the common Hawthorns of the middle and western states where on bottom-lands it grows to a large size. Its fruit ripens and falls in September. *C. arkansana*, a native of central Arkansas, is a handsomer tree distinguished by its long, wide-spreading, more or less horizontal branches; the fruit ripens late and remains on the branches until the end of November. *C. submollis* is a native of eastern Massachusetts, with pear-shaped fruit which ripens and falls in September. These trees and a number of other Hawthorns were raised at the Arboretum from seeds planted about 1880. When fifteen or twenty years later they began to flower it was seen that many of them were unlike any of the described species. This fact led to the general study of American Hawthorns which has been carried on at the Arboretum during the last twelve years. During these years three thousand lots of seeds collected from wild plants in different parts of the country have been planted and thousands of seedlings have been raised and distributed. A set of these seedlings has been planted on the eastern slope of Peter's Hill where the oldest of them are already beginning to flower.

On the left-hand side of the South Street entrance may also be seen the largest plant in the Arboretum of the Ohio Buckeye (*Aesculus glabra*) in full flower about May 20th. The earliest blooming of the American Magnolias, *M. Fraseri*, is unfolding the pale-yellow petals of its large flowers which open as the leaves begin to expand. This native of the forest of the southern Appalachian Mountains is a comparatively small tree; it does well at the Arboretum where it flowers freely every year. It can be seen in several specimens with the other American Magnolias on the right of the Jamaica Plain entrance and between the gate and the Administration Building.

In the Shrub Collection the red-fruited Elders are handsome shrubs, especially in early summer when their brilliant fruit ripens. In the collection can be seen the North American *Sambucus pubens*, the European and Siberian *S. racemosa* and their varieties, and the Japanese *S. racemosa* var. *Sieboldiana*. This is a very vigorous large shrub, and although the flower and fruit clusters are smaller than those of the other forms of this group, the bronze color of the finely

divided leaves makes it particularly attractive at this season.

The large plant of *Fothergilla major* with its attractive heads of white flowers is in full bloom about the middle of May in the Witch Hazel Group near the pond at the end of the Meadow Road; it is also in the Shrub Collection. Many of the Bush Honeysuckles are beginning to flower. One of the most conspicuous of the early-flowered species of this group is *Lonicera chrysantha* from eastern Siberia. A large plant of this can be seen on the right-hand side of the Bussey Hill Road opposite the Lilacs, and here, too, are several large plants of some of the hybrids of the Tartarian Honeysuckle.

#### LIQUIDAMBAR STYRACIFLUA

In selecting a tree for the street or lawn, one is very apt to see what his neighbour has and then plant the same. Thus we see whole localities planted with Carolina Poplars or Silver Maples when it would have been just as easy to secure and plant a much better tree.

The nurseryman is much given to following the crowd in this respect, under the pretext that he must supply the demand when he should try just a little harder to guide the demand, for none know better than he the most desirable tree to plant.

If one analyze the good qualities of ornamental shade trees, the Sweet Gum (*Liquidambar styraciflua*) will be found to stand very high. The fact that it is very common in a natural state in the South makes it a harmonious figure, and does not discredit it for frequent use.

It is exceedingly handsome, having a very symmetrical habit of growth, beautiful star-shaped, bright, glistening foliage, a glorious autumn coloring, and generally a distinguished looking cork bark. In addition to this, the foliage has a delightful balsamic odor when crushed.

To these qualities add the fact that it is comparatively free from insect pests and disease, is a fairly fast grower and a long-lived tree, and you have a list of good points that are hard to beat.

Perhaps the only objection that can be brought against the tree is the limited area in which it will grow. Naturally, it does not grow north of Connecticut and Southern Illinois, but is found growing wild very plentifully southward to Florida and Texas.

What a difference it would make to the appearance of some of the southern towns if their own native Sweet Gum were growing instead of so many of the undesirable Carolina Poplars.

Although it is found chiefly in moist woods, where it grows to the height of 150 feet or more, it grows well in dryer situations, but does not attain such large proportions—possibly 40 or 50 feet.

In the nursery it seems to thrive in either wet or dry situations, although preferring the latter.

The planting of the Sweet Gum should be done carefully, and at the right time, or many failures will result. When lining out in the nursery rows the best results will be obtained by cutting back to the ground, making the plants throw up a new trunk. Even when transplanting larger sizes it is a safe rule to prune severely but avoid shortening in the leader or it will spoil the symmetry of the tree.



## VINES SUITABLE FOR THE SOUTH.

A VERY able landscape gardener and artist, while traveling through the South, made the remark: "The South should plant more vines." Those familiar with conditions can readily appreciate how good this advice is. We cannot get along without houses and buildings, and we cannot always have them as ornamental and artistic as we would like, but it is within the reach of every one to plant a vine, to soften the lines of a building, or perhaps screen it out entirely, and it is up to the nurseryman to encourage the planting of them in every way possible.

When planting vines it should be kept in mind just what is desired, and the selection made accordingly.

Perhaps only a delicate tracery of foliage is required to enhance the beauty of the pillars of the porch or maybe a dense screen of foliage to cut out an objectionable view; there are vines to suit all purposes.

The pergola, garden arches and fences need not lack clothing, both fashionable and lovely.

The following are a few suitable for the South, with a brief description suggesting what and where they are best fitted for:

*Bignonia capreolata*, fine for covering arbors, trunks of trees and posts. It is evergreen and very strong, growing hardy as far north as Washington. The trumpet-shaped flowers are produced in great profusion in April.

*Euonymus radicans*. An evergreen vine for covering stone walls, gate posts, eopings and training over the ground. Do not expect it to climb very high; about eight or ten feet is the average, although it will do better than this if the position suits it.

*English Ivy*. Besides the common well-known one there are many beautiful forms that will grow equally well. Plant, as a rule, against the north wall or where the sun does not make it too hot for the ivy to cling.

*Ficus repens*, or Climbing Fig. Hardy in the southern portion of the Gulf States. It is a rapid grower, and makes a dense green covering. At more northern points it is not so likely to thrive except in well-protected positions.

*Rhynchospermum Jasminoides*, Malayan Jasmine. A beautiful, fragrant, evergreen, flowering vine. Hardy from North Carolina southward. A fine subject for the porch.

The above are all evergreen. Among those that lose their leaves in the winter months, the roses come first. The South is justly famed for its roses; many kinds, such as the Marechal Niel, Cherokee, Climbing Teas and Hybrid Teas will only grow in the North under glass, or the most favored conditions, while in the South they revel in the sunshine and reach perfection.

*Clematis paniculata* does well almost everywhere, and is a grand vine for the porch; it is clean, fragrant and a rapid grower.

The large flowering clematis, that are so desirable, are a little uncertain and cannot be depended upon to cover up, but they are always worth trying.

There are two vines that come to mind that are oc-

asionally seen in conservatories in the North that should be well adapted to the Gulf States. *Solanum Wendlandi* and *Clematis indivisa*.

The first-mentioned is a glorious thing when in bloom and is a strong grower.

The *Clematis indivisa* is somewhat like the well-known *paniculata*, but is very distinct and charming, especially suitable for porches and columns.

For positions wanting a heavy mass of foliage there are the sweet-smelling flowering grapes, Virginia Creeper and Wistarias, also the well-known Trumpet Vine. In addition to the common one, there is a beautiful golden form known as *Bignonia radicans aurea*, and *Bignonia grandiflora*, a very large flowered one.

The roots of vines are usually of the same character as the tops, long and stringy, so that it is a little difficult to transplant large plants without cutting the vines well back, to correspond with the loss of roots, sure to occur in digging them up. The nurseryman, who establishes his vines in pots so as to be able to ship his customers a plant that will give quick results is sure to hold his customers.

While the plants are more expensive to handle than field grown plants and he must necessarily get more for them there is an added advantage of being able to ship for a much longer period.

In Bulletin No. 396 issued by the New York Agricultural Experiment Station on the subject of "Effect of Various Dressings on Pruning Wounds of Fruit Trees" by G. H. Howe. The following conclusions are given:

### CONCLUSIONS.

When one comes to deal with practices going back several hundred years, as does the covering of pruning wounds with protective dressings, care must be exercised in drawing conclusions. But from the results of this experiment several deductions seem quite warranted. First, the dressings commonly applied to pruning wounds retard rather than accelerate the healing of the wounds. Second, the effects are the same whether the dressings are applied when the wounds are made or some weeks later when the cut surface has dried out. Third, the effects of the dressings used are so injurious to peach wood that wounds on peach trees should never be covered. Probably this statement holds true for other stone fruits as well. Fourth, these experiments suggest that the popular notion that wounds need to be covered with some dressing to prevent the entrance of fungi, in sprayed orchards at least, is usually exaggerated. It is doubtful if it is necessary to attempt to prevent decay by applications of dressings of the kinds under discussion in wounds under four or five inches in diameter. It remains to be proved whether they have any real value in covering large wounds. It may be suspected that the injury caused by the dressings when applied to the wounds, largely, if not wholly, offsets, or even overbalances, the protection offered, if there be such, against decay.



# The National Nurseryman

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Editor .....ERNEST HEMMING, Flourtown, Pa.

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Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., May, 1915.

## THE PAST SEASON'S BUSINESS IN ORNAMENTALS

It is difficult to make a summary of the past spring's nursery business of the whole United States, except to say that it has not been uniformly good all over. In fact it has been decidedly spotty. In those localities where it has been reported good, it has not bulked heavy, but rather made up of small orders.

Considering everything, it has been a good deal better than expected, and the uncertainty, of last winter, is gradually giving place to the conviction that the worst is over, and from now on a gradual improvement may be expected.

He would be a brave prophet, who would predict a boom in the near future, but everything favors a gradual improvement.

It is very doubtful if a boom is really a good thing for our business—what is needed is a steady, continuous growth, and improvement, which will force us to grow better stock at higher prices.

A sudden heavy demand for stock which takes several years to grow, encourages imports and brings on the market poor and indifferent stock; while a steady, discriminating demand rewards that nurseryman who grows the best in the best possible manner, and this suggests the winning policy of the future.

## GETTING

## NEW MEMBERS

Will B. Munson, Denison, Texas, Chairman of the Membership Committee of the American Association of Nurserymen writes "The membership committee have been planning all winter on just what methods to adopt in increasing the membership." All agree that it is not much use to make appeals during the shipping season, as nurserymen are too busy to give consideration to matters not immediately connected with

their business, but after the spring rush is over to make a vigorous effort to arouse the interest of the non-members.

The committeemen are all earnestly working with this object in view, but after all the seven committeemen should not be expected to do all the work but should have the hearty co-operation of every individual member.

Those who do belong to the Association know its aims and objects and its value to the individual as well as to the nursery interests of the United States.

The American Association of Nurserymen not only binds nurserymen together, giving them strength to resist attacks from antagonistic interests, but it gives them a power that can make itself felt and a voice that can make itself heard whenever occasion arises.

For this reason alone every member should feel obligated to do some personal work to bring all outsiders into the fold to make the power stronger and the voice louder.

Among the methods talked over by the committeemen for getting new members, the personal letter was considered the most effective and if every member would only write one personal letter to a brother nurseryman of his acquaintance there would be little doubt of the result.

Paul C. Van Lindley says "I want to suggest that the nurserymen who have never joined the Association and who will not attend any Convention be convinced that a 'Badge Book' is worth more than the \$5.00 per. It is the only way to get a complete list of reliable names at such a reasonable price. It also puts their name in the book where it will be seen by all other nurserymen and likely lead to an increased business.

## INSPECTION OF NURSERIES

On separate page we publish an open letter from George G. Becker, State Entomologist of Arkansas, stating there had been no appropriation made for carrying out their nursery inspection law and that it was necessary for him to make a charge for nursery inspection, so as to enable the nurserymen of Arkansas to ship out of the state.

Whatever nurserymen may have thought at one time, there are few now who do not fully realize that inspection laws, properly carried out, are in every way beneficial.

They are a check on the careless and indifferent, are educational, and bring the practical working of a nursery in closer touch with the professor and his microscope and test tube to the nurseryman's and orchardist's advantage. There is good in everything. It is only the abuse or misuse of a thing that works a hardship, as when the letter instead of the spirit of the law is enforced.

Mr. Becker deserves to serve under a more liberal congress and his efforts, on behalf of the nurserymen, should not go without recognition.

## THE PINE QUARANTINE

We have been taken to task by Mr. C. L. Marlatt, Chairman of the Federal Horticultural Board, for unjustly criticising the action of the board in putting the pine quarantine into effect without giving the nurserymen time to present their case. Mr. Marlatt pointed out at some length that full opportunity has been



given nurserymen, a notice of public hearing being duly issued January 23, 1915, and this hearing was held in Washington, February 2nd. Mr. Marlatt pointed out that only one nurseryman was present at that hearing, namely Mr. F. W. Kelsey, and that full consideration was given to Mr. Kelsey's recommendations and suggestions. He further states that prior to issuing the quarantine, in view of the small attendance at the hearing on February second, another effort was made to reach all nurserymen interested for any constructive recommendations or suggestions, this being published in "The National Nurseryman" for March, 1915, page 100, and other trade journals. Not a single response was received to this notice. The quarantine No. 20 was signed by D. F. Houston, the Secretary of Agriculture, the first day of March, 1915. If the nurserymen had all the time they needed then an apology is due the Federal Horticultural Board. We have to admit that considering the indifference of the nurserymen there was evidently all the time needed.

Our criticism was based largely on the report of F. W. Kelsey, who said that no action would be taken without further and full opportunity to the nursery interests to be heard. It is for the nurserymen themselves to judge whether the time between February 5th and the day of the signing of the quarantine was sufficient for them to present their case.

Mr. William Pitkin, Chairman of the Legislative Committee wrote to "The National Nurseryman" urging nurserymen having opinions on the subject to promptly communicate with him. He would hardly have done this knowing it could not be published till March first if he had expected the bill to have been signed on that date.

#### THE FUTURE OF THE NURSERY BUSINESS

The most successful men are those who make the best guess in relation to the future, whether it be buying stocks or growing trees for sale. For a single venture on one item, one man's guess is as likely to be as good as another's, and both are likely to guess wrong.

It is quite a different matter, however, to watch the trend of events, and lay plans or policy accordingly. Take for instance, the subject of imports of nursery stock.

It is an obvious fact that the last few years, regardless of politics, there has been a gradual tightening of lines, a restriction here and a quarantine there, making it more difficult and expensive to import. This may work a hardship to the dealer, but it really ought to benefit the grower, if he rises to the occasion and plants and grows to meet the demand.

Whatever opinion the nurseryman may have about the need of a quarantine, he is more likely to profit by it, if he recognizes it as a fact, which is likely to increase rather than diminish.

#### PRUNING OF THE EARLY FLOWERING SHRUBS

One look at a *Forsythia* in full bloom ought to be quite enough to tell any one interested, how it should be pruned, yet how many (gardeners?) conscientiously take their shears, when they clip the privet hedge, go over the early flowering shrubs at the same time, and in about the

same manner?

It goes without saying, that when planting these shrubs it is in order to prune as severely as necessary, to give the plants a chance to make a good start, but after that all pruning should be done without changing the natural shape of the bush.

The rules are very simple, and if in doubt don't prune.

Keep in mind, the growth which the plants make this summer carry the bloom for next spring.

After flowering, if the bushes are too thick and overgrown, cut out the old branches as near as you can get to the ground, leaving the young and vigorous growth. Let the aim be that after pruning, the bush retains its natural shape which may be idealized a little, if you know your plant.

The later flowering shrubs such as the *Althea*, or *Hibiscus syriacus*, *Hydrangea paniculata grandiflora*, etc., flower on the wood made the current year, so may be cut back at will before they start to grow in the spring, although it is not wise to cut back beyond the previous year's growth, if good flowers are desired. Even this group is better if pruned with due regard to their natural shape, rather than to show too much evidence of the knife.

#### CHINESE MAGNOLIAS

In those localities where the Chinese Magnolias thrive, there is nothing more showy. The large flowers coming before the leaves, at the same time as the daffodils and tulip, bring in the spring with a burst of glory.

The one that stands out as perhaps the best is *Magnolia Soulangiana*; the flowers are white more or less purplish outside, but giving a general pink effect. *Magnolia speciosa* is supposed to be different, but is about the same in general appearance, and hardly worth carrying as a separate kind.

*Magnolia yulan* (conspicua) comes into bloom, if anything, a few days earlier than the preceding, has a freer growth and attains larger proportions, the flowers are pure white but owing to the habit of the tree are not produced in such great abundance, although even with this kind there is usually enough bloom to satisfy the most exacting.

*Magnolia Lennei* has flowers deep crimson on the outside and paler within. *Magnolia Soulangiana nigra* is a beautiful dark purple opening up lighter.

The earliest of all to bloom is *M. Stellata* (halleana) and is rarely seen much above six feet in height, being a decided bush in comparison with the others, but it always attracts attention and is well liked on account of its white star shaped flowers coming so early.

The best method of propagation is by layering, and this is somewhat of a slow process as they have to be left down two years before they can be separated from the parent plant.

The one best time for moving this group of plants is while they are in flower. The roots are thick and fleshy and if transplanted in the fall, they are very likely to decay where they have been cut or bruised. They are equally impatient of being moved after they come into leaf, but whatever time they are handled it is a safe rule to dig with ball and burlap.



# THE COMING CONVENTION.

## AMERICAN ASSOCIATION OF NURSERYMEN

204 Granite Building, Rochester, N. Y., April 21, 1915.  
Mr. Editor:—

The steamer *Luistania* sailed from Liverpool on her last trip with a small list of passengers, one of them, a prominent California financier, remarked that he agreed with Mr. Roosevelt that "Americans should keep away from Europe in these times unless they can be of help." Americans generally are staying at home this year, and so in what traveling they do will see more of their own country.

For this reason the officers of the American Association of Nurserymen are making special effort to bring together at Detroit, June 23—25, the largest aggregation of nurserymen that ever attended one of their trade conventions.

An exceptional program of papers, etc., is being arranged by chairman C. R. Burr, and there will be no lack of quality in either speakers or subjects. Chairman T. I. Ilgenfritz is putting the finishing touches on entertainment arrangements.

Detroit and its environments afford the greatest variety of attractive places imaginable, either on land or water. A visit to the "City Beautiful" can be made one of the most satisfactory of vacations.

A very thorough canvass for new members is being made by the membership committee under direction of Will B. Munson. The personnel of the committee is: Luther A. Breck, Boston, Mass., New England States; A. F. Meehan, Dresher, Pa., Middle Atlantic Coast States; Paul C. Lindley, Pomona, N. C., Southern Atlantic and Gulf States; H. D. Simpson, Vincennes, Indiana, Central States; G. A. Marshall, Arlington, Neb., Northern Central States west of Mississippi River; M. McDonald, Orenco, Oregon, Pacific Coast States.

Members in 1914 are urged to send in their renewals with advertisements for Badge Book immediately, to ensure an early mailing of this valuable publication.

The 1915 badge button will be a strikingly attractive one.

This fortieth convention should go on record as the best ever.

JOHN HALL, *Secretary*.

## THE PROGRAM

Through the kindness of Chairman C. R. Burr, we have been allowed to publish a tentative program of the coming convention.

Of course a program, laid down so long in advance, is subject to change, but it gives members an opportunity to know what is in store for them, and those who have suggestions to make of subjects they would like to hear discussed, an opportunity to write to Mr. Burr.

### PROGRAM

Wednesday, June 23rd, 9.30 A. M.

Address of Welcome, Hon. Oscar B. Marx, Mayor of Detroit.

Response—By a well known Nurseryman.

President's Address—H. B. Chase, Chase, Ala.

Report of Secretary—John Hall, Rochester, N. Y.

Report of Treasurer—Peter Youngers, Geneva, Neb.

Committees—Will report as called by the President.

Entertainment—Thomas Ilgenfritz, Monroe, Mich.

Legislative—East of Mississippi River—William Pitkin, Rochester, N. Y.

West of Mississippi River—Peter Youngers, Geneva, Neb.

Tariff—Irrving Rouse, Rochester, N. Y.

Transportation—C. M. Sizemore, Louisiana, Mo.

Co-operation with Entomologists—L. A. Berekmans, Augusta, Georgia.

Paper "New Wrinkles on the Art of Propagation" by J. Jenkins, Winona, Ohio.

Root Gall—E. A. Smith, Lake City, Minn.

Membership—W. D. Munson, Dennison, Texas.

Exhibits—Albert F. Meehan, Dresher, Pa.

"Publicity"—W. G. Campbell, St. Joseph, Missouri.

### Wednesday Evening.

The State Vice-Presidents meet at 7.30 p. m. Members from each state are urged to consult together and name their choice for their Vice-President.

At 8.30—Meeting of American Nurserymen's Protective Association, Thomas B. Meehan, Secretary.

### Thursday Morning, 9 o'clock

"Legislative Matters in General." Curtis Smith, Attorney-at-law and Counsellor for American Seed Trade, Boston, Mass.

"The Nursery Business as a Business Proposition." W. H. Wyman, No. Abington, Mass.

"Credits" Thomas B. Meehan, Dresher, Pa.

"Some Inspection Problems," F. L. Washburn, State Entomologist, St. Anthony Park, Minn.

"Rejections" J. H. Dayton, Sec'y-Treas. Storrs & Harrison Co., Painesville, Ohio.

### Thursday Evening

At 7.30—Meeting of American Retail Nurserymen's Protective Association. Guy A. Bryant, Secretary.

### Friday Morning, 9 o'clock

"Trade Terms" J. W. Schuette, St. Louis, Mo.

"A Better National Association" J. E. Mayhew, Waxahachie, Texas.

"Question Box" Leader announced later.

"Deal Direct the Catalogue War." J. Maloney, Dansville, N. Y.

Vincennes, Ind., April 19th, 1915.

To Nurserymen who are not members of the American Association of Nurserymen:

I feel that I cannot urge the nurserymen of the United States too strongly to join the American Association of Nurserymen. The benefits to you are very many and can only be appreciated by attendance and participation in the meetings.

The exchange of business ideas is the principal thing you are after but, aside from that, the social intercourse



and the opportunity to become acquainted with your customers is worth many times the cost of the trip.

It will give you many pleasant memories after the meeting and you will have new zest and interest in your work.

When you sit down to write anyone whom you have met at the Convention, it is like talking to a friend. Orders will be easier to secure and when you want to buy, you will get more consideration.

Come to Detroit this year June 23rd to 25th and I know you will enjoy every minute of your stay.

Yours truly,

H. D. SIMPSON.

Paul C. Lindley writes:—I will state that the South Atlantic and adjoining Southern States are coming to Detroit strong and will boost Asheville, N. C., "the Land of the Sky," as the next place of meeting.

Asheville is accessible from all points and has plenty of hotels. The Grove Park Inn, located there, being the finest resort hotel in the world.

#### THE BADGE BOOK

The last day for receiving memberships so as to be sure of insertion in the Badge Book is May 20th. However, memberships, without any advertisements that are received up to May 25th, can be included in the Badge Book. But all tardy ones received after May 25th cannot be inserted in the Badge Book proper, but should there be a sufficient number, they can be printed on a sheet and inserted in the Badge Book, after it comes from the bindery.

Would suggest that all memberships, you receive up to May 20th, be sent on that date to Secretary John Hall, Rochester, N. Y. Then all tardy ones, coming in after that date, be sent in as soon as received. Extreme tardy ones may only be able to get a receipt and Badge.

#### EXHIBITS

It is the wish, of the Exhibition Committee, to make the "exhibits" at the annual convention this year as interesting as possible, and hope all members who have stock or implements to exhibit will take advantage of this opportunity to display them before the convention.

Tasteful and attractive arrangement contributes materially to the success of the exhibition from a picturesque, as well as from a valuable advertising standpoint, and it is hoped exhibitors will keep this in mind, and arrange their exhibits to the best advantage.

While the space is fairly large, it is also limited, so I hope all who wish to exhibit will advise me of the fact at once, also the amount of space required, and whether such space be on wall, table or floor.

There will be no charge for exhibition space this year, but exhibitors will be expected to place their exhibitions in space assigned them, and pay all freight and cartage charges, and make all necessary arrangements for their removal, after the close of the convention.

ALBERT F. MEEHAN, *Chairman.*

#### HUMUS

The old time gardener seldom made up a potting compost without the addition of leaf mold, he had been taught by generations of experience, it was a valuable substance to add to his potting soil. While he may have been ignorant of its chemical effects, he knew the physical effects of keeping the soil open by keeping the particles of sand and clay asunder, thus improving its aeration and porosity.

Experience also taught him, that it is "hungry stuff" and that with the exception of some plants, such as ferns; few plants would do their best in it.

Among the laymen, the common error was and is still prevalent that humus or leaf soil is rich in plant foods, but the practitioner knows better. It does however, perform important functions in the soil in addition to the physical ones of keeping it open, retaining heat, and holding moisture.

The decaying leaves are a medium for the existence of certain fungi which are very beneficial to the growth of certain plants, notably the Heaths, Conifers, Beaches, Chestnuts, etc. The fungal threads or filaments can readily be seen investing the roots of these plants, and are only present when they are in good healthy condition. It has been suggested, that the true cause of the Chestnut Blight is really due to the loss of humus and the attendant beneficial fungi. When one stops to consider how entirely changed are the conditions now from what they were when the chestnut forests were in their prime, the suggestion does not appear so unreasonable, perhaps in time the scientists will prove it to be actually the case that the blight could never have made headway, if the humus could have been conserved.

The forest fire, and the baring of the whole country of growth not immediately useful to man, has undoubtedly upset the balance of nature, results of which are sure to be far reaching and not altogether to our profit.

Topeka, Kansas, April 16th, 1915.

National Nurseryman,

Flourtown, Pa.

Dear Sir:—

We grow apple and pear seedlings exclusively. There was only a light crop this season, yet they were not all used, some little surplus left for the trash pile. Prices ruled fair early in the season but dropped to nearly zero at the close, owing to the attempt of the dealers and growers to close out their surplus, but it would not move. The plant this spring of apple stocks for budding and of apple grafts is considerable below the average. We expect a very much better demand this fall, owing to two years of light planting, the surplus of apple trees will be cleaned up with this springs business. The seedling growers have lost money the past two years.

Yours truly,

F. W. WATSON & Co.



## EVERGREENS FOR NEW YORK STATE

The best evergreen trees for home grounds in New York, according to Professor R. W. Curtis of the landscape art department of Cornell, are white pine, red pine or Norway pine, and hemlock. All three of these are native and are generally adapted to local conditions. While it is stated that the hemlock is usually the most expensive to buy and has the slowest growth, yet it has the finest foliage and most graceful habit of any of the eastern evergreens. When clipped it makes the best evergreen hedge that can be grown.

Among the evergreens which have been introduced from abroad or from distant points in this country, Austrian pine is tough and long-lived, but is held to be rather too stiff, dull, and somber for home grounds. Scotch pine is hardy, rapid-growing, and picturesque, but has a comparatively short life. Professor Curtis says also that spruces and firs should be used sparingly because they are distinctly conical in shape, and therefore too conspicuous and formal for the ordinary small home place. If a too-emphatic color is added to the emphatic form, as in the Colorado blue spruce, the result, according to Professor Curtis, is a blue exclamation point on the front lawn. The eye can not get away from it. Instead of helping to make a quiet, harmonious frame for the house, which is the center of the picture, the blue spruce stands out and says "look at me." It is unfortunate, he says, that this tree has been so widely advertised and planted. Another drawback, in addition to that of being conspicuous, is that it is short-lived when planted in the east. Some which were set out in Massachusetts thirty years ago are losing their lower limbs and beginning to go back.

Norway spruce is another tree that has been too much planted, and it has no permanent value in America as an ornamental. It has been introduced from Europe and planted almost everywhere, but trees planted from thirty to forty years ago are now beginning to deteriorate. In addition to its short life, it is too somber and funereal to be a cheerful tree companion for home planting. The fact that the Norway spruce is unsuited to the eastern United States bears out the general statement which horticulturists make about plants introduced from western Europe. They maintain as a general thing that the eastern United States should look to eastern Asia for plant introductions, the vegetation of western Europe being more suited to the western coast of the United States.

Another general fact in plant introduction is this: Plants grown from seed collected in the northern part of the plants' range are more hardy than those grown from southern seed. There are many examples of this, but one of the best is Douglas spruce or as it is called in the west Douglas fir. The Rocky Mountain form of Douglas fir is perfectly hardy in the east while the coastal plain form is not.

Professor Curtis believes that there is a bright future for the Douglas fir in eastern plantations. He considers it the finest of the conical evergreens and thinks it should be planted in preference to any spruce or fir. It is a vigorous grower and is well spoken of by every tree man in the east. Its foliage is soft and flexible and its habit intermediate between the stiff spruce or fir and the graceful hemlock.

## METHODS OF CONTROLLING ROOT-KNOT

For fields in which plants are permanently growing, for example, in orchards and gardens of ornamental shrubs, no very satisfactory treatment has been worked out. It has been found that by cultivating the fields thoroughly and at the same time fertilizing them highly, particularly with stable manures and commercial fertilizers rich in potash, so that the plants are induced to make rapid root growth, the roots will frequently go below the level at which most of the nematodes are present and will develop faster than the nematodes can produce their knots. This permits the development of fairly good crops. It has been shown that peach trees affected with the disease, if treated in this manner, can sometimes be caused to outgrow the trouble to a considerable extent. More often the renewed vigor results in only a temporary relief, as the new root growth subsequently becomes invaded by the parasite and the plant relapses into its former condition.

Where only a few trees in a young orchard are affected (and this is commonly the case when partially infested nursery stock is planted on uninfested land), they should be removed and destroyed. The surrounding soil, including an area well beyond that occupied by the infested roots of the removed tree, should then be treated with a solution of formaldehyde (1 part of 40 per cent formaldehyde to 50 parts of water) at the rate of about 2 to 3 gallons per square yard. In this way the further spread of the disease is prevented, and nematode-free trees may be replanted after at least one year's delay with little fear of their becoming infested.

One means of preventing root-knot in peach orchards practiced in certain parts of Florida is that of grafting the peach on the native wild plum. This method has proved successful from the standpoint of the disease, because the wild plum is resistant to root-knot. As a general horticultural practice, however, grafting the peach on the wild plum has not given satisfactory results.

However successful any of the above methods may be, it is very evident that the proper and safe way to control the disease in orchards is never to plant trees on land that is known to be or suspected of being infested with nematodes and to use only uninfested nursery stock. It is far better to wait the required number of years to free the land from the pest than to take the risk of having the trees remain several years without any appreciable growth, as is too often the case where nematodes are abundant. To plant a very susceptible crop, such as the ordinary varieties of cowpeas, melons, cucumbers, or tomatoes, in a field that is later to be occupied by an orchard or other permanent crop is highly undesirable. The nematodes will multiply in great numbers on the susceptible plants and so infest the soil that the permanent crop will be seriously injured. For this reason many farmers in the South believe that either the growing of cowpeas before planting peach trees or the use of cowpeas as a cover crop after the peach orchard has been planted is a dangerous practice. Such is the case if the cowpeas are not of a resistant variety.—*Extract from Farmers Bulletin 648, U. S. D. of A.*



## BOOK REVIEW

What promises to be a very useful book comes to us from the publishers, Carpenter & Company, Ithaca, New York, entitled "Insects of Economic Importance," by Glenn W. Herrick, Professor of Economic Entomology, Cornell University. There are a great many books and bulletins written on the subject of insect pests all of more or less value. This particular book appeals to us largely on account of its arrangement, it is so convenient for reference. While technical and thorough it is so simply arranged that anyone can use it. It should appeal very strongly to the nurserymen and orchardists. The subject matter is arranged so as to make any point readily accessible.

In the opening chapters are given the different insects, also the best methods of control, with simple and definite instructions in making the various insecticides. The pests are then grouped according to the trees they infest or attack, such as apple insects, peach insects, grape insects, etc. The following is an extract that will give an idea of the treatment of the subject:

"Insects Injurious to Orchard Trees and Fruits.

Apple pests

The Codling Moth (*Carpocapsa pomonella*)

Order—Lepidoptera. Manual p. 241.

One of the oldest and most important pests on apples; it is estimated that it causes a yearly loss of \$12,000,000 in the United States with an added \$4,000,000 for cost of spraying trees to control it.

Eggs laid on leaves and fruit two or three weeks after petals fall; caterpillars emerge in about one week and 60 to 80 per cent. enter the young fruit through the calyx end; they live in the apple four weeks, or longer in many instances, and when full grown leave the fruit through a hole made in the side of the apple; they then crawl to a crevice in the bark of the large limbs or trunks, or find a nook elsewhere and spin a cocoon; here, some of the larvae change to pupae and issue as moths the latter part of July to form a second brood; the large part of the larvae, however, remain under the bark until the following spring and then change to pupae from which, in about twenty days, the adult moths issue.

Control—Spray at once after three-fourths of the petals have fallen, with 150 pounds pressure, using two pounds of arsenate of lead to 50 gallons of water; this is the most important spraying and should be done thoroughly; spray from a tower into the calyx ends of the young apples; spray again in three or four weeks and cover fruit and foliage with a fine misty spray; again the last week in July for second brood.

The proceedings of the Sixtieth Annual Meeting of the Western New York Horticultural Society are being distributed. The work was edited and compiled by John Hall, Secretary of the society, who is to be congratulated upon such a fine book, containing as it does so much valuable information.

## OFFICE OF THE STATE ENTOMOLOGIST

Fayetteville, Ark., April 1, 1915.

Dear Sir:—

I regret to advise you that the 40th General Assembly has adjourned without making any appropriation for carrying our nursery inspection law into effect during the next two years and in view of this fact this office will make no effort to carry it out during this period.

The law has cost this office a great deal more than it received from the State and from the nurserymen and in view of this fact and of the fact that the Governor has cut Experiment Station appropriations to almost nothing, it will be utterly impossible for us to bear the burden of carrying out the law.

Accordingly, for the next two years at least, it will not be necessary for any nursery in the state to have its nursery stock inspected in order to be able to dispose of the same, nor will it be necessary for the agents of such nurseries to hold agent's permits.

As an accommodation to nurserymen, who want to ship out of the state and to nurserymen who want to be sure to handle clean stock, this office will undertake to make inspection at a flat rate of ten dollars (\$10.00) per nursery. This fee to include all expenses connected with the inspection.

Many of the people of our State have become educated to the protection which the law afforded them and will insist upon agents holding a permit which shows them to be bona fide agents representing an inspected nursery. This office would suggest that nurserymen have copies of this letter made and presented to their agents, in order to avoid trouble with customers.

For those who desire it however, I will try to provide agent's permits at the rate which I will fix tentatively at fifty cents a permit. The amount of time consumed in correspondence, postage and the cost of clerical work in looking after all nurserymen's agents is too great for me to undertake it, at less than this.

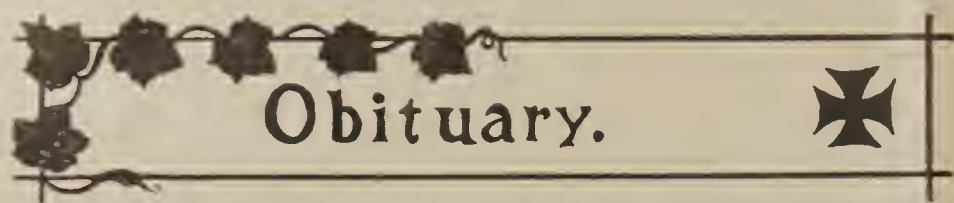
Out of state nurserymen shipping into the state may ship in under their original certificate of inspection.

Very truly yours,

GEO. G. BECKER, *State Entomologist*.

Joseph A. Smith, in *The Utah Farmer*, is strongly advocating the planting of nut trees on Arbor day. There is no question that nurserymen should pay more attention to nuts. They are unfortunately on the whole a little difficult to handle in the nursery as they do not transplant very readily and when handled like fruit trees, failures are sure to occur, but after all they are worth while. One has only to note the tremendous demand and increasing use of nuts as a food. It is safe to say there will never be a surplus in either English Walnuts, Butternuts, Beachnuts, Sweet Chestnuts, Hickory, Filberts or Pecans and the nurseryman who makes a study of the handling and who works up a stock of these trees is more likely to meet with success in the future than the one who does not. The planting of nut trees should be encouraged in every possible way.





HOWARD E. MERRILL.

Howard E. Merrill, aged 52 years, died March 22nd in the sanitarium in Canandaigua after a lingering illness. Mr. Merrill was the son of the late Andrew Merrill, of Geneva. He was born at Geneva, and lived there until the last few years of his life. Mr. Merrill received his education in this city, having been graduated from the Geneva High School and from Hobart College in the class of 1883, being valedictorian of his class and receiving Phi Beta Kappa honors. He was a member of the Kappa Alpha fraternity.

Leaving college he assisted his father in the nursery business and upon his father's death, succeeded to the business. For a time Mr. Merrill's nursery business was conducted both on retail and wholesale lines, but later it became entirely wholesale. In 1911 his business was incorporated under the name of H. E. Merrill Company, and about that time he went to New York, where he became connected with a company that developed certain telephone and other electrical devices. He lived in New York for a time and then his health broke down and he was compelled to retire from active business life.

#### INCREASE OF FREIGHT RATES ON NURSERY STOCK

F. D. Porter, Interstate Commerce Bureau, Chicago, Ill., called attention to the fact that the freight rates on nursery stock will be advanced 25 to 30 per cent. effective June 1, 1915. It is suggested that the advance should be protested as the transportation companies are likely to make a further advance next year, being disposed to take advantage of interests not protected by competent traffic managers as are all important branches of trade like the packing and steel industries. The interstate commerce commissioners and classification committee consider the following factors when making a decision:

1. Value of the commodity as a rate basis.
2. Competitive commodities.
3. Different stages.
4. Non-competitive commodities.
5. Market value of commodities.
6. Social considerations.
7. Cost of service as a rate basis.
8. Competitive commodities.
9. If special service is rendered.
10. Comparison with other commodities.
11. Comparison with rates between other points.
12. If carload or less than carload shipments.
13. Distance.
14. Advantage of locations.
15. Vested interests.

Jonkoping den, Sweden, March 28, 1915.

Inclosed my subscription for February 15 to June 16. I don't like to be without your always valuable and interesting paper.

Yours very truly, M. P. ANDERSON.

#### W. P. STARK NURSERIES

For a business that has only been started three years W. P. Stark, Neosho, Missouri, has certainly brought together a very efficient equipment. In the offices where the clerical work is done, he employs fifty young girls and women with all the modern inventions in the way of typewriters, stenotype, multigraphs, etc., for the rapid handling of their orders and correspondence. In the rear of the main office is a room 50 by 300 feet which contains the order filling bins where most of the reserve stock is stored. This room is artificially cooled and has a capacity for two or three million trees, which by the cooling process can be kept in a perfectly dormant condition until the end of the planting season.

In two large rooms adjoining the cooling room on the west, is done the wrapping, shipping and boxing which is done by freight, parcel post and express. The Wells Fargo Express Company have installed a branch office right on the grounds.

When the season is in full swing there are 80 men and boys employed in the shipping department. As there are no agents, the entire business being by mail orders, it will give some idea what a tremendous mailing list has to be kept running to keep such a business going.

#### ENGLISH WALNUTS IN PENNSYLVANIA

The English Walnut is attracting wide interest in Pennsylvania as a commercial orchard tree. Scarcely a week goes by at The Pennsylvania State College without receiving inquiries concerning this nut. These inquiries are usually prompted by the fact that already within the state are bearing trees which have proved both their hardiness and their ability to bear abundant crops of nuts equal or superior to the nuts found in our eastern markets, which are imported from the Old World, California or Oregon, the principal sources of our commercial supply.

Because of the interest manifested, the Department of Horticulture of the College has planned a thorough investigation of the subject. This will begin with a survey of the state to determine the location of all trees. In order to make this survey as complete as possible, the Department urgently requests the assistance of every one who can give facts concerning such trees, especially as to location, character of nuts, age of trees, hardiness, etc. Owners of nut trees are urgently requested to correspond with the College. It is hoped that this information will be sent in to the Department without delay so that the trees may be visited by the investigators and fuller notes and observations made.

Whoever is growing such trees is invited to write to F. N. Fagan, at State College, Pennsylvania, giving information both as to the trees and to the property upon which they are located.

"We greatly appreciate the true value of the National Nurseryman."

FOREST HOME NURSERY.

J. R. JONES, S. D.



# GEORGIA-FLORIDA PECAN GROWERS' ASS'N.

*Come to the Annual Convention, Quincy, Fla., May 26-27.*

Following is the program of the Annual Convention of the Georgia-Florida Pecan Growers' Association, which will be held in Quincy, Florida, May 26th and 27th, 1915.

It is hardly necessary for me to dwell upon the importance of these meetings and the great good they bring to those who are interested in the growing of pecans. Every phase of the industry is discussed by men of intelligence and actual experience with the view to overcoming any and all obstacles that may hamper the success of pecan culture.

Such problems are not handled in a theoretical manner, but in ways that are practical. You can get first-hand information that would probably cost years of time and thousands of dollars. The program this year is more comprehensive and extensive than ever before, and you may well debate the question to yourself: "Can I afford to miss it?"

For several years those persons most largely engaged in the pecan growing business have realized that active co-operation is the one medium that will contribute more than anything else towards the broad and substantial success that is the hope of the investors in this line of endeavor. Therefore, the Association desires your attendance at this next Convention. The Association needs the active support of all growers, and the growers can profit themselves by affiliating with the Association.

Another feature of these meetings is the pleasant social intercourse made possible thereby. Everything possible is done for the comfort and pleasure of those in attendance, and at our next meeting in Quincy an excellent social program has been arranged. There are very few portions of the South that surpass Gadsden County, Florida, in the progress along intensive agricultural lines, and a study of the general farming methods employed there will also be a source of profit to those of our friends and members who attend the Convention.

Read the program carefully, and remember the dates. You are cordially invited to be present. Ample accommodations will be available. For detailed information regarding routes, rates and reservations, write to Frank W. Lloyd, Secretary Gadsden Board of Trade, Quincy, Fla., or to the undersigned.

Yours for success,

B. W. STONE, *President, Thomasville, Ga.*

## PROGRAM AND ANNOUNCEMENTS

*Wednesday, May 26, 10 A. M.*

Call to order.

Invocation, Rev. J. Marion Stafford.

Address of Welcome, W. M. Corry.

Response to Address of Welcome, W. C. Jones, Cairo, Ga.

President's Address, B. W. Stone, Thomasville, Ga.

Opportunities in Pecan Culture, William P. Bullard, Albany, Ga.

*Wednesday, 2 P. M.*

The Value of Well-balanced Farming in the Pecan Belt, W. L. MacGowan, Quincy, Fla.

Advertising as a Factor in the Success in the Pecan Industry, Jefferson Thomas, Jacksonville, Fla.

Question Box, giving an opportunity for any questions pertinent to the pecan industry. To be answered by the pecan experts present.

*Wednesday, 7.30 P. M.*

Controlling the Enemies of the Pecan:—

S. M. McMurran, Thomasville, (Rosette)

H. K. Miller, Monticello, Fla., (The Case-Bearer)

C. S. Spooner, Thomasville, Ga. (The Bud-Moth)

H. C. White, Putney, Ga. (Winter-Killing)

General discussion of other enemies.

9.00 p. m.—Informal reception at Elks Club, dancing, bowling, cards and billiards, complimentary to the Association by the citizens of Quincy.

*Thursday, May 27, 9.00 A. M.*

The Pecan Market of the Future, Charles A. VanDuzee, Cairo, Ga.

To be followed by a general discussion of the marketing proposition.

How to Grow a Tree up to the Bearing Age, Bernie A. Fohl, Fitzgerald, Ga.

How to Grow First-Class Nuts, B. W. Stone, Thomasville, Ga.; W. W. Bassett, Monticello, Fla.

Miscellaneous Business.

Selection of place for next meeting.

Election of officers.

*Afternoon, May 27, 2.00 P. M.*

This afternoon will be devoted to an automobile ride complimentary to the members of the Association by the Board of Trade to points of interest in Quincy and Gadsden County, giving an insight into the greatest Sumatra-leaf tobacco section in the United States. Refreshments at halfway stop.

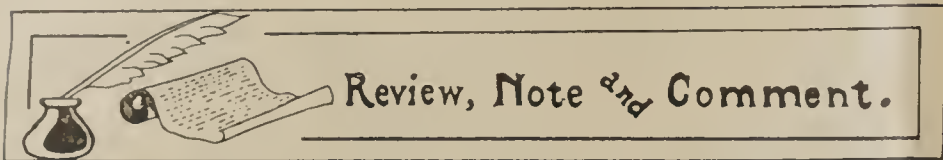
It is the purpose to put as much of profit and pleasure into these two days as is possible. Quincy is noted for its hustling, hospitable, wide-awake citizens; and they will do all in their power to make the meeting a success.

Ample hotel and boarding house facilities will be available at reasonable prices to comfortably care for all who will be present.

Every one interested in nut growing is most cordially invited to be present.

For further information, and for best rates and routes, address Frank W. Lloyd, Secretary Board of Trade, Quincy, Fla., or B. W. Stone, Thomasville, Ga.





We are indebted to Professor S. J. Hunter, of the University of Kansas, for the following information:

"Mr. A. L. Brooke, who was president of the American Association of Nurserymen in 1899-1900, had to undergo a very heavy surgical operation at the St. Francis Hospital, in Topeka, about two weeks ago. His life was despaired of for several days, but hopes of his recovery are now entertained.

Mr. Brooke has been, for several terms, a member of the Legislature. He is Vice-President of the Horticultural Society, and has been, for more than a quarter of a century, the one to whom the nurserymen and horticulturists have looked for progressive legislation in the interests of Horticulture. He is a man of rare good judgment, fine executive ability, a college bred man, and a member of Phi Kappa Psi.

His friends in the state are wishing him an early and complete recovery. It has occurred to me, however, that among these facts there might be a news item for his friends outside of the state."

There is not the least doubt that many of the older members of the American Association and others outside of the state of Kansas will remember Mr. Brooke and join with his friends in Kansas in wishing him a rapid and complete recovery.

The State Board of Forestry in Indiana for 1914 recently issued a report containing facts relating to the growth of various kinds of trees on their experiment grounds. Some of the growths recorded are as follows:

White ash, ten seasons growth, 15 feet high, 2 inches diameter.

Chestnut oak and black oak, ten seasons; 12 feet; 1½ inches.

Yellow poplar, planted as "seedlings," eight seasons from planting; 17½ feet; 2½ inches.

Black walnut, nine seasons; 12 feet; 1¾ inches.

Black locust, (seedlings), eight seasons; 15 feet; 2¾ inches.

Chestnut, ten seasons; 10 feet; 1½ inches.

Pecan, ten seasons; 7 feet; 1 inch.

Catalpa (seedlings), seven seasons; 12 feet; 2¼ inches.

Basswood (seedlings), three seasons; 3 feet; ½ inch.

Sycamore (seedlings) two seasons; 3 feet; ½ inch.

White elm (seedlings), two seasons; 2½ feet.

Congressman Cramton, of Michigan, is working up data to introduce into Congress next session to guarantee that nursery stock shipped to interstate trade is as represented. The bill will provide a criminal penalty for misrepresenting stock, for federal inspection and for labeling of stock with the name of the variety, the grower, and the selling agency.

Incorporation papers have been taken out for the Nassau Nurseries, Great Neck, New York, for \$10,000. David J. Wagner, Paul M. Pelletreau and Carsten M. Ludder.

Reports from J. G. Harrison & Sons, Berlin, Md., say that they have broken all records in their shipping the past season. As many as fifty carloads of fruit and ornamental stock have gone out in one week.

#### COMMENDATION FROM "UNCLE JOE" MEEHAN

April 14, 1915.

Editor "National Nurseryman"—

The last issue of the National Nurseryman is fine. There is very great improvement shown in recent issues.

I am glad to see you give the evergreen privets, the *Magnolia grandiflora* and the English laurels a boost. I think it is up to all of us to remind all the trade that the United States, in a horticultural sense, does not end when the south is excluded.

In your editorial I was particularly struck with your suggestion that nurserymen owe much to garden periodicals. The many years of weekly notes many of them contain must help the trade, yet how few advertise in them.

Yes, the Loganberry is popular in England, but tried here in the nursery years ago it was too tender, so would be useless East, where your correspondent Clark says it should be grown.

Norway spruce is never a crop here, nor is it probable White Spruce could be had from Europe, unless from some cultivated trees, or old seed sold back to us here.

Success to the "National Nurseryman" and its editor.

JOSEPH MEEHAN.

#### ACTIVE WALNUT GROWING IN CALIFORNIA

California is extending its acreage in walnuts. The crop for several years has exceeded 20 million pounds annually. In the Puente and Covina section 2,200 acres are just beginning to bear, 800 acres are in young trees, while a large additional acreage is now being planted. When this acreage is in full bearing the Puente Walnut Growers' Association, it is stated, will be obliged to operate the largest walnut packing and cleaning house in the world. Imported walnuts are dutiable at 2 cents per pound not shelled, and 4 cents per pound shelled. Imports of the unshelled totaled 28 million pounds and of the shelled 9 million pounds into the United States during the fiscal year 1914. Their total value was \$4,300,000. Although California has attained a large production of walnuts, importations show no diminution.—*Commerce Reports*.

West Chester, Pa., April 14th, 1915

Dear Sir:—

We have your favor of the 13th, and would say that our retail business this year is about equal to what it was a year ago, but the wholesale business is considerably off. We have nearly as many orders in numbers, but the average of each order is much less. We think the outlook better for fall.

Yours truly,

HOOPES, BRO. & THOMAS COMPANY.





From the U.S.D. & A.

NOTICE OF PROPOSED QUARANTINE ON ACCOUNT  
OF THE CHESTNUT BARK DISEASE  
(*Endothia parasitica*)

The Secretary of Agriculture has information that a dangerous chestnut bark disease known as *Endothia parasitica*, not heretofore widely prevalent or distributed within and throughout the United States, exists in the States of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia and West Virginia, and scatteringly in the States of Ohio, North Carolina, Iowa and Nebraska, on account of which it appears to be necessary to quarantine said States, or such portions thereof as may be found to be essential, in accordance with Section 8 of the Plant Quarantine Act of August 20, 1912. (37 Stat., 315), and to permit the movement from said States to other States and Territories of chestnut nursery stock and chestnut lumber retaining the natural bark, only in accordance with the rules and regulations made or to be made by the Secretary of Agriculture.

A public hearing will be held at the Department of Agriculture, Washington, D. C., at 10 o'clock, a. m., on May 18, 1915, in order that any person interested in the proposed quarantine may be heard, either in person or by attorney.

The chestnut bark disease was introduced during recent years, presumably indirectly from China, and in 1908 was found widely developed in the Hudson River Valley and in the vicinity of New York City. It is caused by the fungus *Endothia parasitica* which infects and very rapidly kills the native chestnut trees. The disease has been widely disseminated throughout the Eastern States by the distribution of nursery stock. The spread westward has in general been slow and largely dependent upon infected nursery stock, though migratory birds occasionally may carry the disease for long distances. Once established in a locality it spreads locally, both by wind, birds, and insects.

One of the problems in connection with the chestnut bark disease is the protection of chestnut orchards. Excepting Western Michigan and a portion of Illinois, the greater part of the coastal plain of the Southern States, including Florida, and the Northern half of Maine, the native chestnut grows in practically all of the territory east of the Mississippi. The eventual disappearance from this area of the native chestnut and of chestnut orchards, except some strains of Japanese varieties resistant to the chestnut bark disease, will increase the demand for the growing of the chestnut for nuts in orchards outside of the present infected area, although this development is not in its infancy.

While within two years after the death of the tree the timber of chestnut trees killed by this fungus is as valuable as sound chestnut timber, deterioration sets in after that time. It is especially important, therefore, that the

rapid spread of the disease be checked even if it should prove to be impossible to more effectually prevent its spread.

WILL MR. PETER YOUNGERS GIVE THE  
INFORMATION?

El Paso, Texas, April 9, 1915.

I duly received the sample copy of the "National Nurseryman."

Will you please let me know if the National Association has ever taken up the subject of inspection fees such as referred to in the inclosed letter. I understand that some firms in the north have some sort of an arrangement by which these inspection charges are avoided. Do you know anything about this? And how is one to find out about this, so as to place orders with such firms. Can the National Nurseryman offer some solution of this?

You may use the inclosure in any way you see fit.

Yours truly,

I. A. BARNES.

El Paso, Texas, April 7, 1915.

Mr. I. A. Barnes.

430 Federal Street, El Paso, Texas.

Dear Sir:—

In reference to yours of April 7th, advising you are willing to accept and pay \$1.99 transportation charge on shipment of trees from Geneva, Nebraska, but refused to pay 75 cents inspection fee. As the Texas law requires that shipments of trees and plants originating outside the state be inspected, and the law permits the legal inspector to charge a fee of \$2.50 for such inspection, he has been very reasonable in assessing charge of but 75 cents on this shipment, this from the fact that he inspected several shipments at the same time, assessing a fee of but \$2.50 on the entire lot and pro rating it according to the size of the shipments, where he could, if he desired, have assessed a charge of \$2.50.

It is not within my power to cancel this charge. Hence will be pleased if you will call and accept delivery of the shipment.

Yours very truly,

C. A. TOWNSEND, General Agent,

Wells Fargo Express Co.

Springfield, N. J., April 15th, 1915.

Answering yours of the 13th will say that we are way ahead on business accomplished as compared with this date of a year ago, but this is no doubt owing to the season.

We have had the earliest season on record and the weather has been all that could be desired. Stormy days have all fallen on Sundays.

The trend of our business this spring is westward and almost exclusively wholesale. The retail demand in the vicinity of New York is much below normal. There is practically no real estate development and very little big private plantings.

We do not expect to exceed last springs volume of business in net results though we believe we will move about the same quantities of stock if not more.

Yours very truly, WM. FLEMER.



LATE WINTER OR EARLY SPRING GENERALLY THE  
TIME TO PRUNE PEACH TREES

*"When is the proper time to prune peach trees?"*

This is a question frequently asked of the United States Department of Agriculture's specialists. In general, the answer is: "During the dormant period, preferably late winter or early spring, just before growth starts. This is true except in regions where bleeding from wounds is likely to occur, when it should probably be done in early winter." The subject of pruning peach trees is more fully explained in a new Farmers' Bulletin (No. 632) on Growing Peaches, which deals also with renewal of tops, thinning, interplanting crops, and other special practices.

Sometimes the owner of a peach orchard will find it necessary to prune his trees throughout the winter whenever the weather is suitable for men to work in the orchard, particularly if the operations are very extensive. But if the fruit buds are endangered during the winter by adverse temperatures, it may be advisable to delay pruning as much as economic conditions permit until settled spring weather arrives. This is especially advisable if heavy heading in of the previous season's growth is involved, since the proportion of live buds may determine the extent to which the cutting back should be carried.

A limited amount of summer pruning can usually be done to advantage. The trees should be observed constantly throughout the season of active growth. Whenever a branch is seen which is so placed that it obviously will need to be removed at the annual pruning for the shaping up of the tree, it is well to take it off at once. In this way the annual pruning can be reduced to a minimum and the removal of large limbs will rarely be necessary.

Then, too, it frequently happens that a single branch in the top of a tree will grow considerably faster than any of the others, thus making the tree unsymmetrical if its growth is not checked. A slight heading in as soon as such a tendency is apparent will usually keep the top well balanced.

There is a wide difference of opinion regarding the practice of pruning trees, but the most successful fruit growers usually prune their trees. The principal objects may be summed up briefly as follows:

- 1. To modify the vigor of the tree.
- 2. To keep the tree shapely and within bounds.
- 3. To make the tree more stocky.
- 4. To open the tree top to admit air and sunshine.
- 5. To reduce the struggle for existence in the tree top.

- 6. To remove dead or interfering branches.
- 7. To aid in stimulating the development of fruit buds.
- 8. To thin the fruit.
- 9. To make thorough spraying possible.
- 10. To facilitate the harvesting of the fruit.

Obviously the pruning which a tree receives during the first two or three years after it is planted has much to do with its future. Mistakes in forming the head or the results of neglect during the early years in the life of a tree are practically irreparable. On the other hand, if the tree is well formed and properly pruned during its first years, the foundation for a good tree is established; subsequent errors in pruning, if they occur, may admit of correction without permanent harm to the tree.

The new bulletin explains why in certain regions where warm periods of considerable length occur during the winter, it is well to prolong the growth of trees until late every season. The rest period during which trees generally remain dormant is one which is fairly decided by Nature. Until that period is past, when once the trees have become dormant, they do not respond readily to temperatures which later would cause them to resume a more or less active condition. If the growth of the tree is continued actively until the near approach of cold weather each season by means of late tillage, nitrogenous fertilizers, or in other ways, the period of rest for the tree will not be completed until a later time in the winter. Then if a spell of warm weather occurs in January, for instance, the tree which would ordinarily respond to it, will remain inactive until many of the dangers of frost have passed.

A great many practical pointers on renewing the tops of peach trees, changing the top by budding and grafting, thinning the fruit, controlling insect pests, and on growing some annual crop in between the trees, are included in the new bulletin. This, along with another Farmers' Bulletin (No. 631) covers the general subject of peach growing and treats of fundamental orchard operations. A third Farmers' Bulletin (No. 633) will deal with the varieties and classification of peaches, any of these publications may be obtained by interested farmers who apply to the Editor and Chief, Division of Publications, United States Department of Agriculture, Washington, D. C.

"I have always had good returns from my advertising in the National Nurseryman."

C. G. CURTIS,  
Callicoon, N. Y.

"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR FEB. 1915, GIVES THE FOLLOWING REPORT OF  
IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	FEBRUARY—				EIGHT MONTHS ENDING FEBRUARY—					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut...	1,027	13,302	3,926	35,100	285,646	1,794,374	209,179	2,030,420	240,667	2,287,575
All other.....{ free.....				22		2,425		9,299		11,040
.....dut.....		90,126		117,316		820, 096		867,894		883,277
Total.....		103,428		152,438		2,616,895		2,907,613		3,181,892



## THE EVERGREEN

The evergreen is charming,  
 In its never fading dress;  
 Through summer heat and winter,  
 Its green is none the less.  
 From it we take a lesson—  
 How the faithful ones will bless  
 By sticking to their color  
 And be what they profess.

St. Louis. ALBERT E. VASSAR.

## AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

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**Chairmen of Committees**

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurseryman's Association**—President, Walter E. Campbell, New Haven, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, J. H. Austin, Antioch, Tenn. Secretary-Treasurer, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.

A STATUTORY CURIOSITY RELATING TO  
INSPECTION OF NURSERY STOCK

A nurseryman of Iowa shipped a car load of nursery stock to a point in Montana. He notified the state horticulturist and fruit inspector in order that the goods might be inspected. The goods were found to be in a healthy condition, and free from disease, insects, or other pests, but, acting upon the advice of the state horticulturist and upon his own judgment, the inspector declined to issue any certificates of inspection, solely upon the ground that the nurseryman had not procured a license to engage in the nursery business, and had not filed a bond with the state horticulturist as required by the state laws. One of the holdings of the Supreme Court of Montana in *Welch v. Dean*, 141 Pacific Reporter, 548, was that as the law made it the duty of the inspector to attach a certificate of inspection to each lot or bill of trees, grafts, plants, scions, etc., if found free from any and all diseases and pests, as designated by the state board of horticulture, he had no discretion to exercise, his duty being imperative; the court in addition saying that "the failure or refusal of plaintiff to take out a license or provide a bond furnished no excuse whatever for the inspector's failure to grant him proper certificates of inspection. In other words, the failure of plaintiff to obey the law, if such it was, did not justify the inspector in violating it." The statute, so far as it related to a horticultural license, was held to be one of the curiosities of the law, as it prohibited any one engaging in the nursery business without a license, yet neglected to provide for issuing the license.—*The Times, Chester, Pa.*

## DAMAGE TO PINE SEEDS FROM DISINFECTANTS.

A study of the effects upon seeds and roots of disinfectants used to prevent the damping off disease has just been published by the U. S. Department of Agriculture as a professional paper under the title of "Injury by Disinfectants to Seeds and Roots in Sandy Soils." Experiments show that the use of sulphuric, hydrochloric, and nitrate acids, or of copper sulphate, will not injure dormant pine seed, but in some soils will kill the root tips of germinating seedlings immediately after germination. In consequence these disinfectants can only be employed by persons able to recognize and prevent such injury. Injury to pine seedlings can be prevented by very frequent watering during the germinating period. This watering does not prevent the killing of annual weeds in seed beds treated with these disinfectants. The addition of lime to the soil shortly after it has been treated with the acid prevents injury to both pine and weed seedlings. The use of lime is not desirable in the case of pine, but may result in making possible the use of acid as a disinfectant for truck crop seed beds. Formaldehyde and mercuric chloride must be used several days before seed sowing if at all.

"You will please discontinue our 1/4 page adv., as we are selling out close and do not want it to run any longer. It has done us good service." MARBLE CITY NUR. CO., Tenn.



## SOILS FOR APPLE GROWING.

Depth of subsoil as a necessity for successful apple growing is strongly emphasized in a new bulletin of the United States Department of Agriculture (No. 140) which, although dealing primarily with conditions in Connecticut and Massachusetts, contains much information of value to orchardists all over the country. The presence of unbroken rock, large ledges, or hardpan within three feet of the surface, the bulletin considers prohibitive, and a soil depth of at least six feet is almost a necessity. An even greater depth is desirable. There is also no foundation for the popular belief that the presence of stones is useful. Their only benefit is to loosen to some degree the excessive compactness of clayey, stiff soils which, however, are never the best fitted for fruit growing.

True hardpan, the bulletin points out, is not a clay loam which may under certain circumstances constitute a desirable subsoil, but is a mixture of sand, gravel, soil, and clay with more or less cementing material which binds the mass together so that the movement of moisture in both directions is seriously impeded. Where hardpan is found close to the surface it can sometimes be broken up by the use of dynamite. This, however, is an expensive process and with the prevailing prices for good orchard lands, it will be better for the fruit grower to select soil which does not require it.

The cultural methods employed in an orchard should always be flexible and adapted to the individual soil characteristics. Thus if the soil is too retentive of moisture, leaving the orchard uncultivated will hasten evaporation. If the soil tends to dry out too quickly, on the other hand, cultivation should be frequent and a good supply of humus maintained by growing leguminous crops. It is better, however, to adapt the varieties to be grown to the soil rather than to attempt to change the nature of the latter.

For any kind of orchard planting the soil should be deep, well drained, and friable, yet not so porous as to be droughty. The exact soil best suited to each variety of apple will depend largely, however, on such climatic factors as the range of temperature, the rainfall, the surface drainage, exposure, etc. If these climatic factors are unfavorable for any given variety the character of the soil will not make it possible to grow this fruit successfully unless it serves to offset the unfavorable conditions. For example, apples ripen a little later on a northerly slope than on a southern one. They also ripen earlier on a sandy loam than on heavier soils. Thus a light soil on the north side of a hill may produce earlier fruit than a heavier one on the south side. There are, therefore, many factors which the prospective orchardist should take into consideration before definitely purchasing his land or before deciding what variety of apple he will devote himself to. The character of the soils best adapted to the principal commercial varieties are discussed in the new bulletin of the department (No. 140) entitled, "Soils of Massachusetts and Connecticut, With Special Reference to Apples and Peaches."

## NEW AND NOTEWORTHY PLANTS

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EDITOR OF "STARK TREE TALK"

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Milton, Oregon, March 22, 1915.

The National Nurseryman,  
Rochester, New York.

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Required by the ACT OF AUGUST 24th, 1912.

Of the NATIONAL NURSERYMAN, published MONTHLY, at ROCHESTER, N. Y., for APRIL, 1915.

Editor, ERNEST HEMMING, Flourtown, Penna.

Managing Editor, None.

Business Manager, THOMAS B. MEEHAN, Philadelphia, Pa.

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THOMAS B. MEEHAN, Business Manager.

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We like doubters—real, honest hard-headed men who want to know all the facts before they are ready to accept the statements that we make about our trees and shrubs.

But we haven't much use for the fellow who "stands pat;" who won't even listen when someone tries to tell him facts; who says budding from bearing trees, careful cultivation, big root systems, clean straight trunks are all "bunk."

**Come to Berlin this Summer**

**Messrs. Doubter and Stand-pat**

Let us show you some things about growing trees; let us prove to you that Harrisons' trees are the kind that make your customers your friends; dig into the soil yourself and see why our trees have good roots; get a breath of salt air, it will put vigor into your system as it does into that of the tree. Come to Berlin.



## PEACHES

Ray  
Elberta  
Belle of Georgia  
Carman  
Champion  
Crawford Late

## SPECIALS FOR LATE ORDERS

Two or three thousand nurserymen and buyers will see this advertisement—if you want some of the varieties listed wire us, don't wait for a letter.

## APPLES

Winesap  
Stayman's  
Baldwin  
M. B. Twig  
Stark  
Wolf River

### APPLE TREES—Two-Year

	7-8 ft.	6-8 ft.	6-7 ft.	5-6 ft.	4-5 ft.	¾ ft.
Stayman's Winesap ..	5000	28000	18000	5000		
M. B. Twig .....	5000	19000	12000	5000		
Winesap .....	2000	9000	6000	3000		
Baldwin .....	19000	22000	21000	9000		
McIntosh Red .....	3000	6000	5000	3000		
Rome Beauty .....		1000	50			
Stark .....	1000	1000	4000	1000	1000	500
Nero .....		1000	4000	1000	500	
Wolf River .....	500	7000	2000	1000	500	
Gano .....	500	1000	1000	500	300	
Ben Davis .....			1000	650	300	
York Imperial .....	4000	3000	3000	3000	1000	2000
Gravenstein .....			1900	1500		
Jonathan .....		500	7000	5000	1000	500
Opalescent .....	30	100	200	100		
P. W. Sweet .....	100	500	500	280		
Red Astrakan .....	300	1400	5000	2000	300	100
Smith Cider .....	40	100	400	100	100	
Sweet Bough .....		80	200	200	50	
Yellow Bell .....	150	150	1400	100	50	
King .....	500	500	2000	500	200	
Fourth of July .....			500	100	100	
Wagner .....			250	250		
Tallman Sweet .....			500	300		
A. G. Russett .....			2000	300		
Yellow Transparent ...			500	800	700	

### PEACH TREES—One Year

	6-7 ft.	5-6 ft.	4-5 ft.	¾-ft.	2-3 ft.	½ ft.
Ray .....	5000	34000	24000	13000	9000	8000
Elberta .....	3000	18000	16000	9000	6000	2000
Belle of Georgia ....		6000	12000	18000	9000	6000
Champion .....	500	5000	2000	2000	1000	500
Mamie Ross .....	300	2000	1000	800	700	500
Carman .....	300	6000	6000	7000	4000	2000
Oldmixon .....		1800	1800	4800	3200	2200
Mayflower .....			1600	1400	300	200
Moore's Favorite ....	400	2000	800	400	500	650
Wonderful .....	200	1400	1000	900	590	420
Slappey .....			1000	1000	1000	700
Greensboro .....			2000	5000	5000	2000
Crawford Late .....			3000	12000	15000	1250
Beer Smock .....	500	4000	4000	2000	1000	500
Crawford Early .....	1000	6000	6000	3000	2000	500
Edgemont Beauty ...	200	1000	1000	500	500	500
Engle's Mammoth ...	200	1000	1000	500	500	500
Geary's Holdon .....	500	1000	1500	1500	1500	500
Mountain Rose .....	100	500	800	600	500	200
New Prolific .....			800	600	500	200
Reeves' Favorite.....			500	400	300	200
Salway .....	200		1500	1500	500	500
Stump .....	500	2500	2500	2000	1000	500
Yellow St. John .....	300	2000	2000	500	500	200
Ford's .....			2000	1000	500	200
Kalamazoo .....	100	1000	600	500	400	300

# HARRISONS' NURSERIES, Berlin, Md.





# THE NATIONAL NURSERYMAN



JUNE 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

OFFER A GENERAL LINE OF

### Choice Nursery Stock

## CHERRY and STD. PEAR

of Extra Fine Quality.

If you are in the market for superior trees write  
us for prices.

**I. E. Ilgenfritz' Sons Co.**  
MONROE, MICH.

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—Over 100 Varieties.

CHERRY—Leading Sour Varieties.

BLACKBERRIES—Large stock root cutting plants.

GOOSEBERRIES, CURRANTS, RASPBERRIES,

ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

FRUIT TREE STOCKS and GRAFTS.

SEND LIST OF WANTS—

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

“PLUM SPECIALISTS”

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

## At the Convention

please have a quiet talk with our representa-  
tive in regard to TOP NOTCH BERBERRY  
THUNGBERGII SEEDLINGS and other  
stock too.

H. P. Roses, California Privet,  
Peaches, Apples, Asparagus Roots,  
and a long list of Ornamental Shrubs.

**C. R. BURR & CO.,**  
MANCHESTER, CONN.



FORTY-NINTH YEAR  
**T. S. HUBBARD GO.**  
 FREDONIA, N. Y.

The longest established and best known growers of

# Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
Brighton	Eaton	Pocklington
Campbell's Early	Green Mountain	Salem
Concord	Lutie	Woodruff Red
Delaware	McCore's Early	Worden

and all other old and new varieties which we think worthy of general cultivation

## CURRANTS

Black Champion	Lee's Prolific	Versailles
Black Naples	North Star	Victoria
Cherry	Pomona	White Dutch
Fay's Prolific	Red Dutch	White Grape

and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

## GOOSEBERRIES

A fine stock of leading varieties. One and two years.

## BLACKBERRIES

The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.

# Now is the time to order DIRECT IMPORTATIONS

From European Nursery Centers.

## FRENCH FRUIT STOCKS

Pear, Apple, Myrobolan, Mahaleb, Mazzard Manetti, Multiflora and Quince. Also a full line of Ornamentals for lining out. Best packing and grading. December and February shipments from Vincent Lebretons Nurseries, Angers, France.

## BOSKOOP, HOLLAND NURSERY STOCK

Boxwood (bushes, pyramids, standards, ball-shape, etc.) Roses, Tree Roses, Azaleas, Magnolias, Rhododendrons, Koster Blue Spruce, Evergreens, etc. Fall or Spring shipment from Schaum & Von Tol, Boskoop, Holland.

## DECIDUOUS TREES

Norway and Schwedler Maples, Tiliac, Oaks, Elms, Chestnuts, Planes, Thorns, etc. Straight stems, good roots, careful selection. Fall or Spring shipment from Union Nurseries, Oudembosch, Holland.

## HERBACEOUS PERENNIALS

Full list of varieties, also Aquatics, Rock Plants, etc.; low prices. Fall or Spring shipments from Royal Tottenham Nurseries, Dedemsvaart, Holland.

## ENGLISH STOCK

MANETTI, Gooseberries (Whinham Industry, Whitesmith, Keepsake, Crown Bob, etc.), 2 and 3 years. Fall or Spring shipment from John Palmer & Son, Annan, Scotland.

BAY TREES from Belgium. All sizes, hardy Lilies from Japan, all varieties.

RAFFIA, Red Star, XX Superior, Arrow and AA West Coast Brands. Bale lots or less.

Shipping. We have our own Custom House department, with shipping connections at all shipping ports. We attend to the procuring of permits and all formalities.

**McHutchison & Co.,** The Import House  
 17 Murray St., New York

1857

1915

# BRAGG'S COMMON SENSE TREE DIGGER



REPAIRS

Always on hand.

Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow.

**L. G. BRAGG & CO.**  
 Kalamazoo, Mich.



# A SELLING POWER AT YOUR COMMAND

The merchant of America, whether he sells trees, seeds or silks, has at his command a force that will open the way for his goods, help him to push beyond the outpost of low prices, over the barriers of unfair competition, into direct contact with the buyers of his products. This force is

## PROPERLY PREPARED PRINTED MATTER

This includes newspaper and magazine advertising, catalogues, booklets, folders and other forms of publicity, all made with the one definite object of **winning sales**. Printed matter is the most powerful weapon that you can use to win trade, but it has a "back-action" that reduces its effectiveness unless the maker knows **what** to use for the load, **how** to aim, and **when** to fire.

For years we have studied printed matter of all kinds. We have analyzed why one piece **sold the goods** and another fell down. We have prepared copy matter that has done both—but thank goodness the "fall-downs" have been few and the bumps not serious. We have learned some things about printed matter, and we believe we have found out **what** attracts the prospective buyer, **how** he can be reached in the most economical way, and **when** he is most likely to be in the buying mood.

This **what, how** and **when** knowledge will be put at work for you—if you say the word. It is our business to make business for you. We will help you to secure new purchasers, to hold the old customers, to push out into new fields. There ought to be a half-dozen nurserymen or seedsmen who are ready for our **complete service**, and there are many more who need our help in catalogue making. Ask our representatives at the Convention about our methods. Make an appointment for an interview at your office, if you cannot discuss the subject at Detroit.

BADGE NO.

**7**

The McFarland  
Publicity Service

J. H. McFARLAND  
E. F. ROWE

J. Horace McFarland Company  
CATALOGUE CONSTRUCTORS

The McFarland Publicity Service  
ADVERTISING AND SELLING HELPS  
HARRISBURG, PA.

BADGE NO.

**8**

J. Horace  
McFarland Co.  
J. H. McFARLAND  
O. P. BECKLEY



# American Association of Nurserymen

FORTIETH ANNUAL CONVENTION, JUNE 23, 24, 25, 1915

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Fort Worth, Texas.  
Badge No. 199.  
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Augusta, Ga.  
Badge No. 16.  
Represented by: L. A. Berckmans.

BOBBINK & ATKINS,  
Rutherford, N. J.  
Badge No. 92.

BROWN BROS. CO., LTD.,  
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Badge No. 404.

CHASE BROS. CO.,  
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Badge No. 89.

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CHASE NURSERY CO.  
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West Newbury, Mass.  
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CHICO NURSERY CO.  
Chico, Calif.  
Badge No. 359.

COE, CONVERSE & EDWARDS CO.,  
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Geneseo, N. Y.  
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Represented by: Samuel Fraser.

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HENDERSON & CO., PETER,  
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Represented by: J. F. Jones.

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HARRISBURG, PENNSYLVANIA



# PAINESVILLE NURSERIES



HEMLOCK SPRUCE

---

The planting season for Fruit trees and Deciduous Ornamental trees, is about finished for this Spring season.

We take this occasion to thank our patrons for their orders, and to announce that business has been good.

Just now, it is time to complete the Evergreen plantings. We will be glad to entertain inquiries and quote on your wants in this line, having still to offer fine stock of most of the taller growing sorts, in medium grades.

Our Green House Department is prepared to fill bedding orders of size, especially in Cannas, Dahlias, etc. Our Cannas are justly famed for quality and choice selection of varieties.

N. B.—We still have a good assortment of Apples, Peach and Pear in dormant condition,—for belated orders.

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## THE STORRS & HARRISON CO.

Established 1854.

PAINESVILLE, OHIO

1200 Acres, 45 Greenhouses.

When writing to Advertisers please mention The National Nurseryman.



## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

**Dayton Fruit Tree Label Co.**

South Canal St., Dayton, Ohio

## Fumigation with Hydrocyanic Acid

Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose Scale and other Insect Pests. Endorsed by all agricultural experiment stations.

Manufactured by

**The Roessler & Hasslacher Chemical Co.**

100 William St., New York

## Remember!

If its a **Hardy Perennial** or so called **Old Fashion Flower** worth growing, we have it in one shape and another the year round. We have the largest stock in this country, all Made in America, and our prices

Why say more here. Send for our Wholesale price list of varieties and benefit from the opportunities this affords you. Address

**R. W. Clycas, Mgr.**

Palisades Nurseries, Inc., Sparkill, N. Y.

**V.G.'S VERY GOOD**  
HARDY NURSERY STOCK SUCH AS  
AZALEAS, BUXUS,  
CONIFERS, EVERGREENS,  
PAEONAS, MAGNOLIAS,  
RHODODENDRONS,  
ROSES, ETC.

Offered by

**G. W. VAN GELDEREN**

Wholesale Nurseries

Ask for Catalogue

**BOSKOOP (Holland)**

REPRESENTED BY

W. B. VAN EYK, 14 Stone Street, New York, N. Y.

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FRUIT AND SEED FARMS

*OFFER for Fall 1915*

**GRAPE VINES**—One and two years old. Varieties largely Moore's Early, Concord and Niagara.

Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, all recleaned and guaranteed first class.

Correspondence solicited. Price list upon request.

**CHAS. M. PETERS**

P. O. Address, Salisbury, Wicomico County, Md., R. F. D. 3

Long Distance Phone and Telegraph, Salisbury, Md.

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200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

**W. B. WHITTIER & CO.**

FRAMINGHAM, MASS.

**"QUALITY FIRST"**

**STATIONARY HANDLE KNIVES FOR NURSERYMEN**

72nd. year

Hand-Forged Blades

72nd. Year



BUDDER (cut) Flat Maple Handle

\$1.75 net per dozen.

Also Pruning, Grafting and Paring knives

Ask **THE HOLLEY MF'G., CO., Lakeville, Conn.**

ESTABLISHED 1844

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## For Nursery Planting.



Grown to plant, not to sell; different from "Mail-order plants." We have some surplus beyond our own planting requirements in 2½ inch pot-roses; send for our list which includes Ramblers, Climbers, Mosses, Hybrids and Baby Roses—all the staple sorts, and some of the best new varieties.

**PLANTS—NOT ROOTED—CUTTINGS.**



**Jackson & Perkins Company**  
**ROSE GROWERS**

Newark, - New York

# Heikes—Huntsville—Trees

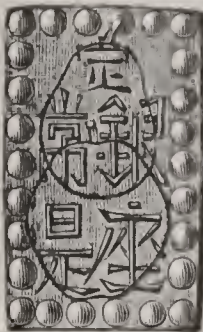
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**Wholesale Nurseries**

**Huntsville, Ala.**

**JESSIE S. MOSS, Prop.**

We offer for Autumn of 1915  
in large quantities as usual:



## SPECIALTIES

**APPLES**—Commercial varietles, one and two year, in large supply. As fine in quality as ever grown.

**PEARS**—Kieffers, one and two years old. A much smaller crop than heretofore.

**CHERRIES**—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

**CHERRIES**—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

**PEACHES**—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

**ROSES**—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

**PRIVET**—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

**PECAN SEEDLINGS**—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, **HUNTSVILLE WHOLESALE NURSERIES**  
**HUNTSVILLE, ALA.,**

# Hill's Evergreens

You can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens;

WE want to become better acquainted with you;

Let's get together.

**The D. HILL Nursery Co., Inc.**

Evergreen Specialists

**LARGEST GROWERS IN AMERICA.**

Box 401 - Dundee, Ill.

65TH YEAR

Baltimore Nurseries

**FRANKLIN DAVIS**  
**NURSERY CO.,**

Baltimore, Md.



We will have an extra fine lot of stock for Fall

APPLE 1 and 2 year.

PEACH

CALIFORNIA PRIVET

ASPARAGUS

ORIENTAL PLANES—All sizes—also a fine lot of  
Planes for transplanting.

AMERICAN ELMS

HORSE CHESTNUTS

A fine lot of IMPORTED BOX

We can make special prices on Privet and Peach in  
carload lots.

See us at the Convention.

We will need Cherry and Pear.



**Send Us Your Want List.**



## W. FROMOW & SONS

offer many thousand Hardy American Rhododendrons in the very best varieties, such as Charles S. Sargent, Mrs. Charles Sargent, Henrietta Sargent, H. W. Sargent, Charles Dickens, F. D. Goodman, alba elegans, Atrosanguineum, Kettledrum, Lady Armstrong, Fastuosum fl., pl., etc., etc., in strong, bushy, well budded plants up to 4 feet in height.

Also Azalea Mollis, Ghent Azalea, Azalea Pontica, Andromeda florabunda and japonica. Roses Orleans, Mrs. Cutbush, Jessie, and all the leading H. P., H. T. and Tea varieties. A very large collection specimen Conifers and flowering shrubs.

WINDLESHAM NURSERIES  
Surrey, England.

## HORTICULTURE

A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

*Published Weekly*

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HORTICULTURE PUBLISHING CO.  
11 Hamilton Place, Boston, Mass.

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Iron or Copper Wired, Printed, Painted, or Plain.  
We furnish the standard size of printed tree labels

Printed on Both Sides

at no extra cost. Nursery Row Markers. Printed Labels and Green Tapering Plant Supports.

### PAPER SHIPPING TAGS

Tags for Every Purpose. General Printing. Our Capacity is such that we guarantee prompt shipments.  
Write for samples and prices giving estimate of number wanted.

ALLEN-BAILEY TAG CO., Inc.

Caledonia, New York

The *Established 1841*  
**Gardeners' Chronicle**  
is the Leading Horticultural Journal in the World

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Covent Garden, LONDON, W. C.

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### Headquarters for Small Fruit Plants

1200 Acres "At it 25 Years"

Strawberries  
Raspberries  
Blackberries  
Dewberries

Currants  
Gooseberries  
Grape Vines  
Privet

Rhubarb  
Asparagus  
Horseradish  
Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

W. N. SCARFF

New Carlisle,

Ohio

## PEACH SEED

Our seed are gathered in the rural mountainous districts where yellows and other diseases are unknown. We have shipped thousands of bushels of seed with satisfactory results to our patrons. Price \$1.25 per bushel of 50 pounds, sacked f. o. b. cars shipping station. Sample on request.

J. Van LINDLEY NURSERY Co.  
Pomona, N. C.

**Charles Detriche, Senior**  
ANGERS, FRANCE

Grower and Exporter of Fruit-Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs,  
Vines, and Conifers for Nursery Planting.

For all information as to Stocks, prices, terms, etc., address

**Jackson & Perkins Co.**  
(SOLE AGENTS)  
NEWARK, N. Y.

ALL "AMERICAN NURSEYMEN"  
Wishing to do business with Europe should send for the  
"*Horticultural Advertiser*"

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Editors of the "H. A." LOWDHAM, NOTTS,  
ENGLAND

ESTABLISHED 1893

**THE NATIONAL NURSEYMAN** INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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Advertising Rates on Application

**THE NATIONAL NURSEYMAN PUBLISHING COMPANY Incorporated**

Livingston Building, Rochester, New York

When writing to Advertisers please mention The National Nurseryman.





## P. D. Berry, Wholesale Nurseryman, is offering for Fall trade 1915.

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc.

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The Quality of Stock, Neatness of Packages, Prompt, Careful Service will Please You.

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FIGS, leading varieties.

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See our exhibit at the Detroit Convention.

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IMPORTERS OF RAFFIA  
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BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)

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WISTARIAS. Best sorts, grafted.

APPLES. One and two year.

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ENGLISH WALNUTS. 18 to 24 inches, 2 to 3 feet and 3 to 4 feet, transplanted; fine straight stock.

JAPANESE WALNUTS.

We also offer a fine stock of Deutzias, Spiraeas, Philadelphus, Hydrangea Otaksa, Pomegranates, Elms, Texas Umbrella, Tulip Poplar, Weeping Mulberry, Sycamore, Oaks, and a general line of ornamentals.

Send us your list of wants and let us figure on same.

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Over 450 Acres in Nursery

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French Fruit Stocks, Ornamentals for lining out;  
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Bay Trees, Araucarias, Azalea Indica, imported from  
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Custom House Entries and Forwarding promptly  
attended to. We have our direct connections in all  
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Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
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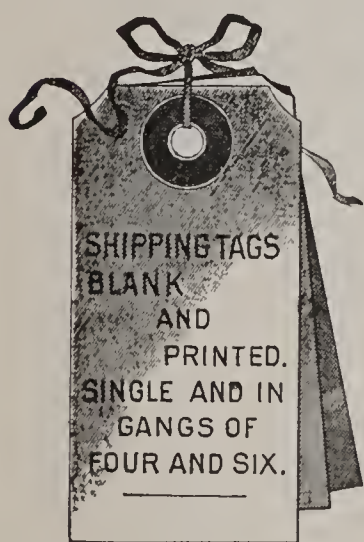
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Have you seen and examined the quality and  
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## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?

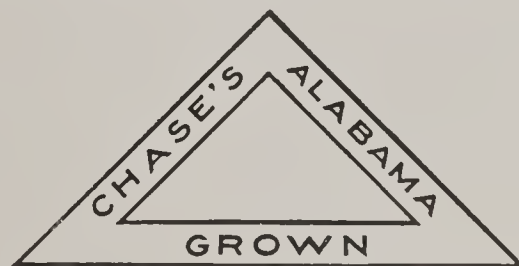


This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

**The Denney Tag Co.**

West Chester, Pennsylvania



## BUDS and BUDDING SUPPLIES

Will Mail our JUNE LIST of Buds, for Nurserymen's use latter part of the month. This list will show a complete line of Budder's Supplies—Raffia, Budding Knives, Tree Counters, &c.

If you do not receive it ask for copy.

**CHASE NURSERY CO.**

Chase, Alabama



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# AMERICAN GROWN APPLE SEEDLINGS



Strong—Clean—Healthy stocks.

Grown and handled right.

We guarantee their arrival, at your depot,  
in perfect condition.



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*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., JUNE, 1915.

No. 6.

## DETROIT CONVENTION, JUNE 23-25

“THE City Beautiful” as it is called is well worth a visit and those planning to attend the Convention may look forward to a thoroughly enjoyable time. It is an ideal Convention city.

Here are a few brief facts about Detroit.

Seventh in population in United States.

40 per cent of Detroiters own their own homes, and it is noted for its beautiful residences, broad streets and boulevards.

Industrial peace is less disturbed than any other manufacturing city in the world.

There are sixteen theaters and 125 splendid photo-



*Central Avenue, Belle Isle Park, Detroit, Mich.*

Population 600,000 and adding 40,000 each year.

Detroit covers an area of 41.76 square miles.

Detroit has twenty-nine public parks.

Most beautiful boulevard in the world.

Finest fleet of excursion steamers in the world hail from Detroit. Carried ten million and a half passengers last year without loss of a single life.

Street railway system comprises over 223 miles of electric lines, owned by one company.

Over 100 public schools and 85 other educational institutions.

Has long been recognized as a city of homes. Almost

play houses, furnishing amusement for everybody.

Owens its own water works system and electric light plant; total valuation of \$15,000,000.

Visiting nurserymen will be especially interested in the famous park system, it includes that most superb recreation ground—Belle Isle, with its 707 acres of rest, recreation and unsurpassed beauty and is often more admired by foreign visitors than Americans. It has few equals on the globe and all belongs to the City of Detroit.

There are thirty public parks on which the city expends almost a million dollars yearly for up-keep, furnishing its people and visitors amusement.



One of the finest boulevards in the world encircles the City of Detroit and is about fourteen miles in length, making an ideal automobile drive.

In addition to the city's many attractions it makes 63



HENRY B. CHASE,  
Chase, Ala.  
President,  
American Association of Nurserymen.

per cent. of America's automobiles. Here is the home of the well-known Chalmers Motor Company, Hudson Motor Co., Paige-Detroit Motor Co., Packard Motor Co., the Ford Motor Co., and the Studebaker Corporation. It is also the home of the Burroughs Adding Machine Co., and many other well-known industrial plants.

Thomas I. Ilgenfritz, Chairman of the entertainment committee has arranged for an afternoon trip through the parks after the business session, June 23rd.

June 24th, afternoon trip through the Ford Motor Co.'s plant.

June 25th, afternoon trip on steamer Sappho on the beautiful Detroit river and on Lake St. Clair.

Plans have all been made for taking care of all those who attend the Convention, so that all who come to Detroit will be well repaid for their visit to the "City Beautiful."

#### AMERICAN ASSOCIATION OF NURSERYMEN

##### *The Detroit Convention.*

Mr. Editor:—

This will be our "last chance," through the medium of your publication, to make further mention of the forthcoming fortieth anniversary of the American Association of Nurserymen. If every member in 1914 renews his membership for 1915 the roll will not be far from the five hundred mark, and the Detroit Convention, June 23-25, will set a new pace for the organization.

For the benefit of those whose names will not be found in the Badge Book there still remains an opportunity to be counted in, and such as now awake to the importance of doing so will have their names printed on leaves to be

handed out at the Convention ready to be inserted in the Badge Book. Now, belated nurserymen, do your duty to yourself and to the trade by at once sending to the Secretary the five dollars necessary to place you on the list.

The program bristles with valuable material, the topics and speakers being such as will afford vital interest to every man in attendance.

Of course there is to be some provision for recreation. If we were relentlessly held to the "everlasting grind" of business what uncanny-looking specimens of humanity we should be. The Creator of the world made large provision for the enjoyment of him whom He "made in His own image," and it is eminently befitting and legitimate that the men, who live as close to nature as do nurserymen, shall avail themselves of such excellent opportunities for relaxation as are afforded by the natural beauties of landscape, river, and lake by which the "City Beautiful" is surrounded.

We urge upon members to call early upon their local ticket agents and learn the best plan of reaching Detroit. Bring the "missus" along, too, that she may share in the joys of the event with other ladies.

Forget your troubles, drive pessimistic wanderings to the winds, and go to Detroit with the determination that you will make the most of this convention occasion by absorbing all there will be of value and interest to those who are looking for the best.

Very truly yours,

JOHN HALL, *Secretary.*

204 Granite Bldg., Rochester, N. Y.



E. S. WELCH,  
Shenandoah, Iowa,  
Vice President,  
American Association of Nurserymen.



## PROGRAM

*Wednesday, June 23rd, 9.30 A. M.*

Opening by the Cadillac Quartette at all Sessions

Address of Welcome—Hon. Oscar B. Marx, Mayor of Detroit.

Response—By a well-known Nurseryman.

President's Address—H. B. Chase, Chase, Ala.

Report of Secretary—John Hall, Rochester, N. Y.

Report of Treasurer—Peter Youngers, Geneva, Neb.

Committees, will report as called by the President.

Entertainment—Thos. Ilgenfritz, Monroe, Mich.

Legislative—East of Mississippi River—William Pitkin, Rochester, N. Y.

*Thursday Morning, 9 o'clock*

"Legislative Matters in General." Curtis Y. Smith, Attorney-at-law and Counsellor for American Seed Trade, Boston, Mass.

"The Nursery Business as a Business Proposition." W. H. Wyman, No. Abington, Mass.

"Credits" Thomas B. Meehan, Dresher, Pa.

"Question Box"—Leader A. E. Robinson, Lexington, Mass.

"Some Inspection Problems." F. L. Washburn, State Entomologist, St. Anthony Park, Minn.

"Rejections"—J. H. Dayton, Secretary-Treasurer, Storrs & Harrison Co., Painesville, Ohio.



*View in Palmer Park, Detroit, Mich.*

West of Mississippi River—Peter Youngers, Geneva, Neb.

Tariff—Irrving Rouse, Rochester, N. Y.

Transportation—C. M. Sizemore, Louisiana, Mo.

Co-operation with Entomologists—L. A. Berckmans, Augusta, Georgia.

Paper "New Wrinkles on the Art of Propagation" by J. Jenkins, Winona, Ohio.

"Question Box"—Leader J. W. Hill, Des Moines, Iowa.

Root Gall—E. A. Smith, Lake City, Minn.

Membership—W. D. Munson, Dennison, Texas.

Exhibits—Albert F. Meehan, Dresher, Pa.

"Publicity"—W. G. Campbell, St. Joseph, Missouri.

*Wednesday Evening*

The State Vice-Presidents meet at 7.30 p. m. Members from each State are urged to consult together and name their choice for their Vice-President.

At 8.30—Meeting of American Nurserymen's Protective Association. Thomas B. Meehan, Secretary.

*Thursday Evening*

At 7.30—Meeting of American Retail Nurserymen's Protective Association. Guy A. Bryant, Secretary.

*Friday Morning, 9 o'clock*

"Trade Terms"—J. W. Schuette, St. Louis, Mo.

"A Better National Association."—J. E. Mayhew, Waxahachie, Texas.

"Deal Direct the Catalogue Way."—W. J. Maloney, Dansville, N. Y.

"Better Days Demand Better Men."—Rodney H. Brandon, Secretary-Treasurer, Loyal Order of Moose, Mooseheart, Ill.

#### PARK VIEWS. DETROIT

We are indebted to Mr. H. W. Busch, Secretary and General Superintendent, of the Department of Parks and Boulevards, for the use of the several half-tone illustrations of the Park system which appear in this issue.



### MEMBERSHIP

As the Spring rush is now over. Nurserymen are beginning to think of the annual Convention of the American Association.

All members of the Association are interested in its success, as it labors for the good of the entire trade and those outside the Association get the benefit of its endeavors, as well as those in it, though of course to a less degree. Therefore, all nurserymen outside the Association should support it, and the best way they can do so, is by becoming members, paying their dues, and attending its Conventions.

No successful nurseryman can afford to miss the Conventions, and few of them ever do.

Therefore, urge everyone, not a member, to join at once. If every member would make it his duty to secure one new membership a year it would not be long before we would build up an organization that would be listened to with respect and work much more effectively for our mutual advantage.

I urge every member to do all in his power to advance the interests of the Association, persuade his fellow nurserymen to do their duty, as by so doing we are advancing our own interests and benefiting the entire nursery world as well.

ALBERT F. MEEHAN.

### EXHIBITS

There are still quite a few nurserymen, members of the Association, who could make interesting exhibits at the Convention, who have not as yet sent in their requests for space. As the space is fairly limited, they should send in at once. It is a case of "first come, first served," and when all the space is filled up, there will be no other room available for this purpose.

As the space is so limited, the committee is not offering it to other than members, so all members who wish to

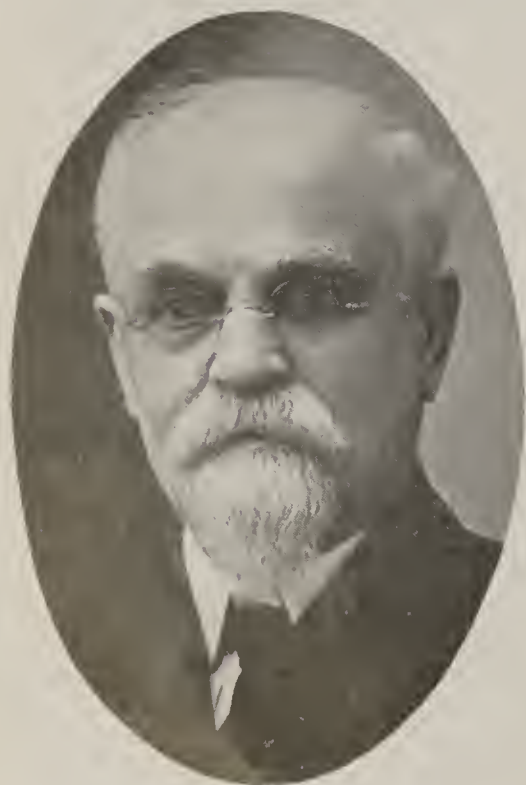
take advantage of this opportunity should do so at once.

This is just one more of the benefits a nurseryman receives by being a member of the American Association of Nurserymen. This opportunity alone is worth the five dollars membership fee.

ALBERT F. MEEHAN, *Chairman of Exhibits.*



ALBERT F. MEEHAN,  
Dresher, Pa.,  
Chairman Exhibits Committee  
American Association of Nurserymen.



JOHN HALL,  
204 Granite Bldg., Rochester, N. Y.  
Secretary,  
American Association of Nurserymen.



PETER YOUNGERS,  
Geneva, Neb.,  
Treasurer,  
American Association of Nurserymen.



JOHN H. DAYTON,  
Painesville, Ohio,  
Chairman Executive Committee,  
American Association of Nurserymen.



## THE WILD PEAR TREES, SHAD BUSHES AND VIBURNUMS AT THE ARNOLD ABORETUM

### THE WILD PEAR TREES

THE old collection of these trees is on the left-hand natives of China and the Himalayas, and range side of the Forest Hills entrance. Pear trees are westward through Persia and the Caucasus to southeastern and southern Europe. The genus has no representative in Japan or America. The wild types are rarely cultivated in this country, although as flowering trees some of the species are as beautiful as many of the

in flower and leaf is another of the Bretschneider Pears to which the name of *Pyrus phaeocarpa* has lately been given. This tree has unusually large flowers, large, deep green and very lustrous leaves and small, pear-shaped, russet brown fruits. There is a variety with globose fruit (var. *globosa*) which except in the shape of the fruit is like the species. This is one of the handsomest of the small trees which have been introduced by the Arboretum in cultivation. The third of the



Wading Pool in Clark Park, Detroit, Michigan.

better known Asiatic Crabapples and their leaves, both when they are unfolding and at maturity, are much handsomer than those of any of the Apples. The flowers of all Pear trees are pure white and their large, bright rose-colored anthers add to their attractiveness. Some of the Chinese species have been growing in the Arboretum since 1882 when Dr. Bretschneider sent here from Peking the seeds of a number of trees and shrubs from northern China. Among these were the seeds of what now prove to be three species of Pear trees. One of these, *Pyrus betulaefolia*, had been known earlier in France. It is a tall, rather narrow tree with pale foliage, comparatively small flowers and small russet fruits rarely more than half an inch in diameter. This is a fast-growing, shapely tree and has proved hardy in many of the northern dry cold regions of this country and Canada, and has sometimes been successfully used as a stock on which to work some of the varieties of garden Pears. Unfortunately it frequently suffers from the pear blight. More beautiful

Bretschneider Pears has been named for him, *Pyrus Bretschneideri*. This tree does not appear to grow to so large a size as the last, but it is perfectly hardy and the flowers and foliage are nearly as handsome. The fruit is globose or subglobose, about one inch in diameter, pale yellow, juicy and of good flavor. This is probably the tree from which at least some of the excellent and very juicy pears which are largely cultivated in the neighborhood of Peking have been derived. It is possible that this tree will prove useful to cross with some of the garden Pears in the hope of obtaining varieties which may prove hardier than any now in cultivation. Another Chinese Pear is one of the most distinct and interesting species of the whole genus. The leaves of most Pear trees fall in the autumn without change of color or turn to a dull bronze color, but the leaves of this tree late in the autumn turn as bright a scarlet as those of any American Red Maple or Gum tree. The fruit of a few Pear trees is globose, but its usual form is obovoid, that is the broad end is at the



apex and the narrow end at the insertion of the stalk, but the fruit of this tree, unlike that of any other Pear tree, is ovoid, that is, it is broad at the insertion of the stalk and tapers to the apex. The fruit is about an inch and a half long, yellow, and of fairly good flavor. This tree was introduced into Europe nearly fifty years ago probably from northern China and has been known there as *Pyrus Simonii*. That name, however, had been given to a different species and this tree has now been named *Pyrus ovoidea*. It is possible that this species has also played some part in the development of the Chinese garden Pears. *Pyrus ovoidea* is one of the first of the Pear trees to open its flowers which are now fully expanded. The flowers of the other Chinese species and those from Europe will open during the next week. A supplementary collection of these trees has recently been planted at the base of Peter's Hill, and the new species discovered by Wilson in western China have also been planted in a special Chinese collection on Bussey Hill.

#### THE SHAD BUSHES

The Arboretum is now gay with these plants which have been largely used here in the plantations along many of the drives. The general collection is in the border between the Meadow Road and the parallel walk on the left-hand side entering from the Jamaica Plain gateway. The distribution of these plants is peculiar. One species, a small shrub, occurs in the mountain regions of central Europe; another shrubby species is rather a rare plant in Japan, with a variety in western China where it is common and sometimes grows to the size of a small tree. In North America the genus is distributed from Labrador to Florida, and from the Atlantic to the northwest coast region, with several species in the dry interior region of the continent as far south as Arizona. The common name for these plants and their fruit among several of the northern tribes of Indians, Saskatoon, has been adopted for what is now an important city in Saskatchewan on the river of that name. Several species are common in the northeastern states and these in early spring add greatly to the

beauty of woods and swamps in this part of the country. Two of these species are native plants in the Arboretum, *Amelanchier laevis* and *A. oblongifolia*. The first is a tree of considerable size and an inhabitant of rich upland woods and dry banks. From the other species it may be distinguished by the red color of the young leaves. Until recently considered the *A. canadensis* of Linnaeus it has appeared under that name in nearly all American publications, but the true *A. canadensis* is now known to be a tree of the western and southern states where it is the only species and easily distinguished by the covering of soft pale hairs on the under surface of the leaves. Large wild plants of *A. laevis* are growing on the wooded bank in the rear of the Crabapple Collection on the Forest Hills Road. *A. oblongifolia* is a large shrub rather than a tree, although tree-like specimens sometimes occur, and is easily distinguished from *A. laevis* by the silvery color of the young leaves which at this season of the year are thickly covered with silky hairs. There is a large native specimen on the border of the meadow across the path from the Amelanchier Collection, and it is this species which has been most generally planted in the Arboretum and which may be seen along the borders of many New England swamps. There has always been much confusion about the American species of this genus, and it is only in late years that botanists are beginning to understand them. Reliance on the herbarium rather than on the living plants in their study, the inadequate descriptions of the authors who first described them, and the probable tendency of these plants to produce natural hybrids has until recently left them in what once appeared a hopeless state of confusion. The Arboretum has for many years been bringing together these plants in order to afford an opportunity for the critical study of the growing plants, and now in addition to the Asiatic and European species the following American species and some supposed hybrids are in flower in the collection, or will be in flower in a few days: *Amelanchier alnifolia* from the northwest coast, *A. canadensis* now nearly out of flower, *A. laevis*, *A. oblongifolia*, *A. sanguinea*, *A. humilis*, *A. stolonifera*,



J. B. PILKINGTON,  
Portland, Ore.

Member of Executive Committee,  
American Association of Nurserymen.



THOS. B. MEEHAN,  
Dresher, Pa.

Member of Executive Committee,  
American Association of Nurserymen.



WM. PITKIN,  
Rochester, N. Y.

Chairman Legislation Committee,  
east of Mississippi River.



*A. spicata*, *A. pumila*, *A. florida* and *A. Bartramiana* (better known as *A. oligocarpa*). The last is the most northern of the eastern species and is a small shrub of cold swamps and bogs. Unlike the other species, the flowers are usually solitary or in few-flowered clusters. In cultivation it has been found to succeed better when it has been grafted on one of the strongly growing species than it does on its own roots. Practically unknown in cultivation, all these species are delightful garden plants, and the study of the collection in the Arboretum at this time will be found valuable to any one interested in dwarf, hardy, early flowering shrubs.

grant flowers which are produced in rather small compact clusters and open from bright pink buds. As the flowers in a cluster do not all open at the same time the mixture of white flowers and pink buds adds greatly to the attractiveness of the inflorescence. It is a rather dwarf shrub of compact habit with pale green leaves and has not yet produced fruit in the Arboretum. There is a Japanese species, *V. bitchuense*, which somewhat resembles *V. Carlesii*, but the flowers are smaller and the habit of the plant is not so good. Mistaken by Japanese botanists for *V. Carlesii*, this plant has been propagated in Japanese nurseries and sent to the United States and Europe as *V. Carlesii*. In buying that plant care should be taken to secure the right species.



*The Grand Boulevard, Detroit, Mich.*

#### EARLY FLOWERING VIBURNUMS

The two *Viburnums* which flower here first are among the most beautiful of all the plants in this genus which can be grown in New England. One is American and the other is a native of Korea. The American species, *V. alni-folium*, the Moosewood of northern woods, is one of the species on which the flower-clusters are surrounded by a ring of large pure white sterile flowers. It has broad, thick, heart-shaped leaves and showy fruit, and in the woods the straggling branches often take root and thus form thickets which make traveling difficult. This plant has never really succeeded well in the Arboretum and is difficult to cultivate, although good plants may occasionally be seen in other Massachusetts gardens. There is now a small plant in flower among the dwarf Birches on the Bussey Hill Road opposite the *Viburnum* Collection. The Korean species, *V. Carlesii*, is rightly considered one of the handsomest plants recently introduced into American gardens. Its value is in the white, extremely fra-

#### PRINSEPIA SINENSIS

This Chinese shrub, which has been growing in the Arboretum since 1903, has proved itself to be a first-rate garden plant for regions as cold as New England. It is a plant with long and gracefully ascending and spreading branches, the bright green leaves are almost the first to appear in the whole collection, and when they are more than half-grown from their axils the bright yellow flowers, which are about two-thirds of an inch in diameter, appear in few-flowered clusters. The largest plant in the Arboretum is on Hickory Path near Centre Street, and there is a plant also in the general Shrub Collection.

Dyer Bates, a member of the firm of Bates Bros., has formed partnership with George C. Mitchell, a leading business man of Winfield, Kansas, for the purpose of handling the stock grown by Bates Bros. at the Winfield Nurseries.



# The National Nurseryman

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218 Livingston Building, Rochester, N. Y.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

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Rochester, N. Y., June, 1915.

## CHESTNUT BARK DISEASE

In the notice of proposed quarantine on account of the Chestnut Bark Disease as published in the May issue of the National Nurseryman the statement is made. "The disease has been widely disseminated throughout the Eastern States by the distribution of nursery stock." Such a statement would hardly emanate from the U. S. D. of A. without plenty of evidence to back it up, but it would be of extreme interest to us to be able to analyze the evidence. On the face of it the statement seems hardly credible to the average nurseryman, who is at all familiar with the very limited amount of chestnut trees grown and shipped by nurseries, especially of the larger sizes that would be liable to be infected by the disease. The statement goes on to say:—"The spread westward has in general been slow and largely dependant upon infected nursery stock."

Considering how much is not known about the disease, these statements seem much as if, for lack of better explanation, the nurseryman must be the scapegoat.

Pennsylvania spent \$100,000 on investigations with results practically nil as far as prevention or cure are concerned.

The disease was first discovered by Herman Merkle, Superintendent of Bronx Zoological Park, New York (not in a nursery) it will be noticed and its spread has hardly followed the lines of distribution of nursery stock, in fact centers of infection seem to be rather remote from places to which nursery stock is shipped.

These observations, however, are not scientific, and the conclusions may prove to be entirely wrong.

It does look as if the scientists are guilty of the same offense we may be charged with in questioning their findings. Namely jumping to conclusions on insufficient data. Because a similar disease has been discovered in China, the *Endothia parasitica* must have come from there,

may be introduced to the zoological park on some specimen of mammalia or reptilia. It is not possible that such a pernicious disease could be indigenous to America, and have lain dormant or be inconspicuously active until the changes due to the clearing of the forests have upset the balance of nature.

Whatever conclusions may be arrived at either by the biologists or nurserymen, they will both agree that *Endothia parasitica* on a rampage through the chestnut forests of the United States, is not wanted and, will co-operate in sensible attempts to check it whether it be by quarantine or any other method but a quarantine of nursery stock to prevent the spread of the Chestnut Bark Disease promises to be about as effectual as King Canute commanding the sea to retire.

## TIME FOR ACTION

business.

It is the time for the members to submit their ideas and get other's views and opinions on them. It is the time to voice your own opinion and what is more important, to give judgment on the opinions of others.

Change your "Let George do it" attitude and remember your own duty as a member. There always have been willing workers that have given their time, money and brains for the good of the Association.

They will value your assistance and ideas. Be a worker, pusher and a booster for the Association and the welfare of the nursery interests at large. Union and co-operation should be the motto.

## COME TO THE CONVENTION

If you want orders come to the convention, there will be men there who will need your stock.

If you have a grouch come to the convention, there will be fellows there who will show you there is no cause for it or cure it.

If you have a good story to tell, come to the convention, you will find lots there who will appreciate it.

If you have a problem to solve, come to the convention, there will be lots able and willing to do it.

If you have been successful, come to the convention and tell the other fellows about it.

If you have a wife, come to the convention and bring her with you, she needs an outing as well as yourself.

If you are short on any items for next season, come to the convention, you can make a more satisfactory deal in person than by mail.

If your circle of acquaintances is limited, come to the convention, it is the easiest place in the world to get acquainted, they all have a big number on.

If you believe in co-operation, come to the convention and find out how to push for it.

If you don't like yourself, come to the convention, you will go away with a better opinion of yourself and everything in general.

If you have had an unsatisfactory business transaction with a brother nurseryman, come to the convention and talk it over.



If you have not a personal acquaintance with the nurseryman you have been corresponding with, come to the convention, it will make future business dealings easy.

If you are honest and want to improve your credit, come to the convention and meet your creditors.

If you want a good time, come to the convention.

### FREIGHT RATES

Of the important matters for consideration at the Detroit meeting of the Nurserymen Association it would seem as though the subject of the proposed increase in freight rates and the Pine Rust quarantine by the Department of Agriculture questions should have earnest consideration and prompt action.

The plan of increasing the present heavy freight rates on nursery stock in car lots of something like 25 or 30 per cent. by the simple process of changing the classification, is one of the customary methods of insidiously increasing transportation charges under some specious plea of getting more money for the same service and, where there is such an important increase as that indicated, with the hope of securing the increased revenue without formidable protest or objection from interested shippers.

I believe it is openly admitted that for the average value of car contents of nursery stock proportionate to the weight, the present carload rates are in reality higher than the relative freight charges on almost any other kind of crude or finished material carried by the railroads. This fact makes the burden of any increase from the present high rates seem unbearable, especially as the 5 per cent. increase in the new trunk line rates, as permitted by the Inter-state Commerce Commission, applies to nursery stock as to other shipments: And with this increase it is doubtful if the transportation managers themselves can claim any justification for this new in-

crease in the expense for moving nursery stock.

In order to meet this situation effectively and aggressively it would seem as though a committee of able representative men, possibly a special committee be appointed at the June meeting of the Association to take up this subject at headquarters, first with the Presidents of some of the roads most interested and then with other officials in order that the proposed increased rates to be effective from June 1st be rescinded.

Any nurseryman or shipper of nursery stock has merely to look at his freight bills to have demonstrated how the material increase or cost of transportation the proposed change in rates will result. Instance: Our own car shipments from Iowa to New York, \$84.30 under the new classification, \$150.58, and similar results from and to other points.

FREDERICK W. KELSEY.

While we had a trying spring, we are now having nice rains and all young stock cuttings and plants are starting out nicely and promise to be good stands. Our past season was fairly satisfactory, not as good as recent years, however, we cleaned up on most everything except apple and peach trees and we have a small surplus of these unsold.

Prices, especially on apple and peach trees were somewhat lower than usual. The indications are, that collections will be a little slow, however, we trust that everything will adjust itself, and the coming season will give us a trifle better demand and prices than the season we have just passed through.

Everything considered, with the exception of unusually large surplus, especially in apple trees our past season, has been satisfactory to us.

THE WESTMINSTER NURSERY,  
Westminster, Md.



E. A. SMITH,  
Lake City, Minn.  
Chairman Root Gall  
American Association of Nurserymen.



W. G. CAMPBELL,  
St. Joseph, Mo.  
Chairman  
Publicity and Trade Opportunities  
American Association of Nurserymen.



C. M. SIZEMORE,  
Louisiana, Mo.  
Chairman Transportation Committee  
American Association of Nurserymen.



# THE PINE QUARANTINE.

*By Frederick W. Kelsey.*

There has appeared in the Horticultural papers some apparent differences between the understanding of some of the members of the Federal Horticultural Board and my own understanding of the position of that Board on this Pine quarantine subject at the hearing or conference held in Washington, February 2nd, as to whether there would be ample opportunity for a fuller hearing before definite action would be taken by the Board. This was and is clearly my conviction as to what occurred at the hearing on this point and was therefore greatly surprised at the reference which appeared later from Chairman Marlatt in connection with the adoption of the quarantine recommendation by the Board on the 5th of February, only three days after the hearing referred to.

I have no doubt that Chairman Marlatt and his colleagues wished to be fair in their interpretation of what occurred, and as it was furthest from my thought to refer to that understanding in any other way excepting as developed at the hearing, as publicly stated by me at the time, I have been quite unable to account for the apparent difference in statement in this regard: And if that meeting was fully reported I believe the records will fully bear out this understanding and the impression which I believe all derived at the time, viz. that there would be further hearing and opportunity for the nurserymen to appear before the Board during the present summer before decided action were taken as to this quarantine. It is noticeable that the recommendation of the Board of February 5th in favor of the quarantine was soon after made effective by the Secretary of Agriculture.

I am confident that no reputable concern would wish to do other than co-operate with the Department of Agriculture and the Board in preventing the introduction and dissemination of injurious insect pests as has been and is the policy of this Company, but admittedly at the hearing February 2nd it was shown that the immediate quarantine as then proposed was not justifiable, that there was a question whether the comparatively few instances of the Pine Moth could not be exterminated by proper pruning and care, nor do I think it was clearly shown that an arbitrary action in debarring all pines, whether for forestry, nursery purposes or other uses, would not cause a far greater injustice, loss and injury than the cost of effective remedies on the part of the Government, the different State Departments and the co-operation of the nursery trade.

There are of course some nurserymen like some of the officials in Washington and elsewhere who hail with satisfaction or delight any pretense or reason for debarring importations, but to the great majority in the trade and out of it this spirit, whether based upon over apprehension or the mercenary desire to cut off importations for personal advantage, cannot represent either the wishes or the interests of the great majority of the nurserymen and foresters and private planters of the country who rely on same.

Should the Legislative Committee of the Association take up this question in the right manner I believe that a modification of the present quarantine on pines would be secured to the mutual advantage of the trade as a whole and purchasers of this class of evergreens generally.



L. A. BERCKMANS,  
Augusta, Ga.  
Chairman  
Co-operation with Entomologists,  
American Association of Nurserymen.

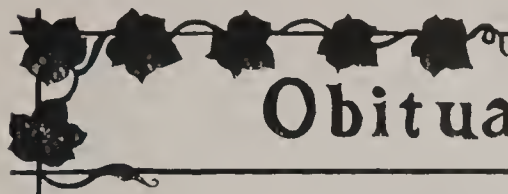


C. R. BURR,  
Manchester, Conn.,  
Chairman Program Committee,  
American Association of Nurserymen.




WILL B. MUNSON,  
Denison, Texas,  
Chairman Membership Committee,  
American Association of Nurserymen.





## Obituary.



### EUGENE WILLETT.

Eugene Willett, aged 61 years, passed away at his home in North Collins, N. Y., after an illness of many weeks of organic heart disease.

He was born in the town of North Collins and in his younger years followed market gardening, at which he was most successful. About 30 years ago he began growing small fruit plants for retail trade. In 1898 he lost his only son, Luther M., just past the age of 21 years, who had been in the business with his father but a couple of years.

Mr. Willett then carried on the business alone, gradually increasing it to a large wholesale trade. In 1908 his son-in-law, Alton B. Wheelock became a partner, the firm being known as Willett & Wheelock since then.

The business will be carried on by Mr. Wheelock.

### MRS. CHARLES ILGENFRITZ.

The many friends and acquaintances will learn with deep regret of the death of Mrs. Charles Ilgenfritz, who passed away at her home, 758 Elm avenue, Monroe, Michigan, April 24th. Mrs. Ilgenfritz had not been in good health for several years, yet in spite of her suffering she was always the same, happy, genial woman. A regular attendant at the conventions where her genial disposition made her a host of friends who will sadly miss her, yet she will always remain enshrined in the memory as one of those rare natures it was good to have known.

### PROF. H. E. VAN DEMAN

Horticulture has suffered a great loss through the death of Prof. H. E. Van Deman which occurred Wednesday April 28th at his home in Washington D. C.

He was known the country over as one of the leading authorities on Pomology having given the best years of his life to the advancement of the fruit interests of the country.

July 1st, 1886 he was appointed pomologist of the Department of Agriculture which office he held until June 1893. Since he retired from that position and has since devoted his time to other activities, all of which have been in connection with fruit interests. The work organized in the Department of Agriculture by Prof. Van Deman is still being continued through the office of horticultural and pomological investigations of the bureau of plant industry.

Professor Van Deman was born at Concord, Ross Co., Ohio. Served in Company A, 1st Ohio Regiment Heavy Artillery during the Civil war.

In 1878 he accepted a call to the chair of botany and horticulture in the Kansas Agricultural College. This position he held for two years, when he again resumed work on his farm at Geneva.

The more public career of Prof. Van Deman began when in 1884-1885, he was placed in charge of a fruit

exhibit from Allen county, Kan.

He was honorary member of fifteen state pomological associations and a life member of the National Pomological Society, and prominently identified with the National Association of Nurserymen.

## BOOK REVIEW

Another book of the Rural Science Series published by the MacMillan Co., 66 Fifth avenue, New York, has just come to the office. The author is J. E. Coit and is edited by L. H. Bailey and is on the subject of Citrus Fruits.

The work is an account of the Citrus Fruit Industry, with special reference to California requirements and practices and similar conditions.

The author, J. Eliot Coit, is professor of citriculture in the University of California and is evidently a master on the subject.

He has treated it in a readable, thorough and efficient manner, dealing with principles as well as practices.

Professor Coit gives the following eight fundamental requirements for success:—

1. A location in a proved citrus district, reasonably free from frost and winds and within hauling distance of a packing house.
2. An easily worked, fertile, well drained, deep soil, purchased at a reasonable price.
3. An ample supply of good water.
4. Strong, thrifty, clean trees grown from carefully selected buds from standard varieties.
5. Proper preparation of ground and planting of trees.
6. Personal care of the trees with conscientious cultivation, irrigation, fertilization, and pruning.
7. The exclusion of scale insects and proper treatment for fungus and other diseases.
8. Membership in a local co-operative marketing association.

To those interested in the growing of citrus fruits the book should be an extremely good investment. The price is \$2.00.

### RECEIVER APPOINTED FOR REILLY BROS., DANSVILLE, N. C.

On petition of counsel for Reilly Bros., Dansville, Edward Bacon, of Dansville, was named by Judge Thomas in United States district court as temporary receiver for the firm. Bond of \$3,000 is required. Voluntary petition in bankruptcy was filed in district court a few hours before the judge's appointment. Liabilities of the firm are scheduled as \$31,335.42, and assets \$71,060. Counsel said action was taken not because the firm is insolvent, but to effect an adjustment with the creditors.

A large fruit stock nursery is being started in Yuba county, California, for the purpose of growing Citrus and deciduous nursery stock, 4000 acres having been purchased near the town of Mission.



## HEDGES

**H**EDGES may be formed out of almost any plant that has a free bushy growth and is amendable to pruning. One occasionally sees a good hedge formed out of beech, hornbeam, spruce, pine, hemlock and other unlikely plants, and when properly planted and looked after, are extremely ornamental and effective. Nurserymen and landscape gardeners should never miss an opportunity to encourage the use of unusual plants for hedges.

Such plants, however, are too expensive and uncertain, requiring too much care and attention to ever come into very general use. A good hedge plant must be one that propagates easily and surely at very little cost and be free from disease.

Lack of this latter qualification is the one great objection to the use of the thorns *Crataegus oxyantha* which is used so generally in England, is too susceptible to San Jose scale in this country. The same may be said of *Pyrus Japonica*, *Crataegus crus-galli*, *C. cordata*, all of which are good hedge plants except for the fact they require too much attention to keep clean.

The *Maclura aurantiaca*, Osage Orange is a complete failure on this account in localities where it is liable to become infested by San Jose scale, yet at one time it gave promise of being a very satisfactory defensive hedge, miles of it being planted along the railroads. It has all vanished.

In the South the *Citrus trifoliata*, or hardy orange, makes an impenetrable hedge but this cannot be depended upon much north of Richmond, Va.

To the privets must be given the credit for being the best all round deciduous hedge, in fact they are ideal, easily propagated, free from disease, grow readily, will stand any amount of pruning and may be kept low without deterioration. In fact the California Privet has become so popular in localities where it is hardy that it has become tiresome, and many people want something different. The Iboia, Amoor River, common Privet and Regel's are all a welcome change from the California Privet and their more extensive use should be encouraged. A good type of Regel's Privet, raised from cuttings so they will be all true to a type, makes a wonderfully effective hedge, especially if knife pruned rather than sheared.

Next to the privets the Japanese Barberry is daily growing in favor, and deservedly so. It will not grow very high, about 4 feet being a very fair maximum, but apart from this it has all the qualities necessary for a good hedge plant and is much hardier than the privets. It does not root so readily from cuttings but comes readily from seed. It will be a long time before there is a surplus stock on the market as the demand is very great and growing.

*Rosa rugosa* is sometimes planted as a hedge, but is rarely a success. Its habit of growth, suckering up from the ground and lack of twiggy growth is against it. The one rose that suggests itself as worthy of more consideration as a hedge plant is the sweet briar, *Rosa rubiginosa*. The writer recalls some very good hedges formed of this plant. The fragrance of the leaves alone

makes it worth while, where something unusual is wanted.

The Arnold Arboretum Bulletin speaks of a possible new Hedge Plant as follows:—

"At Taehien-lu on the borders of Tibet, at about eight thousand feet above the sea, Mr. Wilson found hedges from 6 to 8 feet high, and so thick and spiny that a yak, an animal as strong as an ox, could not break through them. The plant of which these hedges were made, *Ribes alpestre*, var. *commune*, is now in flower in the collection of Chinese shrubs on Bussey Hill. This Gooseberry has grown rapidly in the Arboretum and appears to be perfectly hardy. There is little to recommend it as a garden shrub for the flowers are small and inconspicuous, and the acid fruit is covered with prickles and has little beauty, but as a hedge plant it may prove valuable in the cold parts of the country."

Flowering hedges always make a pretty feature where they can be used in suitable positions, such as party lines between small properties or to separate one portion of the grounds from another.

*Pyrus Japonica*, Japanese Quince.

*Philadelphus Lemoinei*.

*Althaea*, Rose of Sharon (*Hibiscus Syriacus*).

*Deutzia gracilis*, variety *rosea* and *Lemoinei*.

*Hydrangea paniculata grandiflora*.

*Spiraea Van Houttei*, *Billardi* and *Anthony Waterer* are among the best for this purpose.

The principles of pruning must be perfectly understood, if a good flowering hedge is to be maintained. However, the above mentioned for hedge purposes are the most satisfactory and least likely to lead to mistakes.

Altheas and Hydrangeas may be pruned to any extent after flowering and up to about the first of May.

Deutzias and Spiraeas should be pruned immediately after flowering, according to well-known rules of summer pruning.

*Pyrus Japonica* flowering on the old wood as it does may be pruned or sheared at will but it is best not treated in too formal a manner.

None of these flowering hedges should be trimmed in strictly formal outlines; they are naturally neat if carefully pruned—not sheared.

The *Althaea* is very valuable as a tall, upright-growing hedge, though a right start and regular pruning will make a hedge as bushy as may be desired. A double row hedge insures breadth.

Deutzias of the *crenata* type are also rather tall and of upright habit.

Perhaps the hedge that is most greatly desired yet seldom attained is a good evergreen hedge.

The hemlock, spruce, arbor vitae, pine and Retinisporas are all used more or less, but too often too large plants are used to begin with, and an expert is required to keep them in perfect condition. May be an evergreen shrub will develop something on the order of *Ilex Crenata* that can be raised in sufficient quantity and at low enough cost to use for this purpose.



## EXTENDING THE PLANTING SEASON.

The nurseryman's harvest time is so short that any method or means of prolonging it is worthy of consideration and of great benefit. Broadly speaking it extends from October, or as soon as the wood ripens up in the fall, until the leaves come out in the spring. Of course, in many localities during the major portion of this time the ground is frost bound, which prohibits digging and planting, so that the time is really very limited when the nurseryman can dispose of his plants.

In the south the season of course is much longer and planting is carried on all through the winter, but in more northern latitudes between the early fall and short spring the planting season is extremely short and the nurseryman is often taxed to the utmost to fill his orders in the limited time allowed him.

Among the fruit tree growers, refrigeration or keeping the stock dormant is perhaps one of the best means of prolonging the shipping season, the early orders being shipped south and to more northern points just as soon as the frost leaves the ground. Then, according to the location of the nurseryman, of course, it is very desirable to keep the stock dormant so that it can be sent to more northern points.

The short planting season is perhaps the most serious with the ornamental growers, who are unable to dig and store their stock in the same degree as are the fruit tree men, especially those that do a retail business and have to ship freshly dug plants.

One means of extending the season would be to begin to dig early in the fall. Fall planting has not received the attention it should. Just as soon as the wood ripens, before the leaves begin to fall, is really a very good time for many kinds of plants. If transplanted at that time they have an opportunity to become established before the cold weather sets in and are in a position to take full advantage of the early spring growing weather the following year. Every means should be used to encourage customers to commence planting early. Catalogues should be published sooner and business started well in advance of the fall of leaf.

Then again better methods of digging and packing make it possible to move many plants at seasons when otherwise it would be fatal to them to dig, shake all the soil off the roots and leave them exposed as it is possible to do later in the season. Of course, such methods of handling are more expensive and the nurseryman must necessarily ask more for his stock than he would when it can be handled much cheaper at other periods.

Then again there are a large number of plants that can be carried in pots or tubs which will greatly extend the planting season in late spring, in fact, well on into the summer. Chief among these may be mentioned such plants as vines and roses, which are really better handled in this manner, as they give more satisfaction to the customers. There are few customers that would not prefer to pay more if they were assured of a stronger plant from which all danger of loss in transplanting was removed, as is usually the case with plants grown in pots or tubs.

## NOTES ON JAPANESE MAPLES

There is quality, richness, and class in the Japanese Maples, and undoubtedly a big market for them, when they become better known, both by the nurseryman and planter.

There are really two groups of them i. e. varieties of *Acer Japonicum* and varieties of *Acer palmatum* or *polymorphum*. The nurseryman, however, is not so much concerned about their classification as their growth.

Broadly speaking, varieties of the latter are much more free growing, and attain much larger proportions than varieties of *Acer Japonicum*.

The one that is best known, and most popular is the Blood Leaf Japanese Maple, *Acer polymorphum atropurpureum*, chiefly on account of its color; but in addition to this there are many beautiful varieties, equally deserving of attention. It is easy to learn the different varieties and their habits of growth, but to be really successful with them on the nursery, one must become very intimate with their nature. The one curious fact about them is, they make their growth for the entire season in about 10 days or two weeks in April, or early May. There is practically little or no growth after that during the entire summer. If the foliage becomes marred through late planting, or other cause it remains so all summer. Foliage that is produced so quickly is necessarily very tender, a cold night, or a shower of rain, followed by a hot sun, will occasionally spoil it before it is hardened.

A vigorous Blood leaf Japanese Maple will make as much as eighteen inches of growth in its short growing season. Another peculiar feature is, the sap seems to be active all the winter as they bleed very freely if pruned at that period. This would suggest that summer is perhaps a better time to do necessary pruning.

The Blood leaf propagates very readily by layering, but other varieties should be inarched or bottle grafted on *Acer polymorphum* stock.

The common stock, *Acer polymorphum* is really a beautiful tree, or perhaps it would be better to class it among the shrubs, although they are miniature trees in every sense of the word. It is not uncommon to see specimens 20 feet high, or more.

The finely cut forms such as *A. p. dissectum* do not get so large; the branches have a downward tendency so that a well developed specimen is as broad as high.

The variegated forms such as *A. p. reticulatum* and *rosea marginatum* are not very satisfactory the coloring of the foliage very soon fades out under the hot summer sun, although they are very beautiful when they first come out in leaf.

The variety *Acer Japonicum aureum* has a beautiful fan shaped golden leaf, but unfortunately it is a very poor, short, stubby grower, good specimens are rarely seen, but well worth striving for.

There are several varieties with green foliage that are often ignored on this account but are wonderfully beautiful when well grown. Chief among them is *Acer Japonicum aconitifolium*. The unusual shape of the leaf, combined with its lovely fall coloring, make it worthy of more attention.

The Japanese maples are among the higher priced plants, should be handled accordingly. Dig with ball and burlap and transplant in early fall and early spring.



STATE FLOWERS

Pennsylvania is watching just now efforts of some of her legislators to give her a State flower. Why she should have one, no one appears to have attempted to explain. The only reason one may guess to be is that other States possess them. One looks for such emblems to represent some great event in the history of those who adopt them, yet the absence of any such connection of the flowers named for adoption by Pennsylvania legislators is notably apparent. On the contrary many of them are foreign plants, showing the ignorance of those who propose them. Among two recently proposed are the Sweet Pea and what its proposer calls "Myrtle." The Sweet Pea has no connection whatever with Pennsylvania or the United States. Myrtle is a European plant, *Myrtus communis*, but what this legislator means is doubtless, the *Vinca minor*, the Periwinkle, which is known to some as Myrtle, especially among florists. Both these, the Sweet Pea and the "Myrtle," were thrown out. Two bills reached the Governor, one calling for the *Kalmia latifolia*, the other for *Liriodendron tulipifera*. Both were vetoed. *Kalmia* for the reason that it is already the emblem adopted by another State, and further because it is "a poisonous plant," as recorded in our public papers. Why the *Liriodendron* missed adoption is not stated.

The fern was also advocated, but no bill was presented in its favor; the same of the Moss Pink, *Phlox subulata*, a beautiful plant, which grew on the rocks of Gettysburg at the time of the battle in 1863, and is native from Pennsylvania to Georgia.

An objection raised to the adoption of the *Liriodendron* was that in a horticultural sense flowers are considered as low growing or herbaceous plants, certainly not trees. Ferns were put aside from the thoughts of many as not being flowers, in other words, they could not be considered as a floral emblem. These objectors referred to the often seen phrase in botanical works "flowers and ferns" to back up their protest.

The probabilities appear to be that the Legislature will adjourn without selecting a flower, in which case there will be ample time to look up a flower closely connected with the history of Pennsylvania.—*Joseph Meehan in the Florist's Exchange.*

The forests of New York produce about 200 board feet, per acre per year or about 525,000,000 board feet, per year. The annual consumption is nearly 2,000,000,000 or over 3 times as much as is grown.

NEW OR NOTEWORTHY FRUITS

Bulletin No. 403, issued by the New York Agricultural Experiment Station describes and illustrates in beautifully executed color plates.

- Muscat Hamburg Grape.
- Niagara Peach.
- Lambert Cherry.
- Late Muscatelle Plum.
- Industry Gooseberry.
- Black Pearl Raspberry.
- Marldon Red Raspberry.
- Amanda Strawberry.

NEW LICENSE LAW FOR INDIANA

It has been learned from the office of the State Entomologist, 130 State House, Indianapolis, Indiana, that House bill No. 183, passed by the Indiana General Assembly, becomes effective June 1st, 1915. On and after this date all dealers in nursery stock and all agents engaged in selling or soliciting orders for nursery stock are required to procure a license. The annual fee for either a dealer's or agent's license is one dollar (\$1.00) and is paid to the State Entomologist who turns it over to the State Treasury. This fee should accompany the application for the license, and of course will be returned if for any reason the license is not issued.

All licenses become invalid one year from the date of issue.

The term "dealer" and "agent" are defined in the law as follows: The term "dealer" shall be construed to apply to any person, whether he be a grower of nursery stock or not, who buys nursery stock for the purpose of reselling or reshipping.

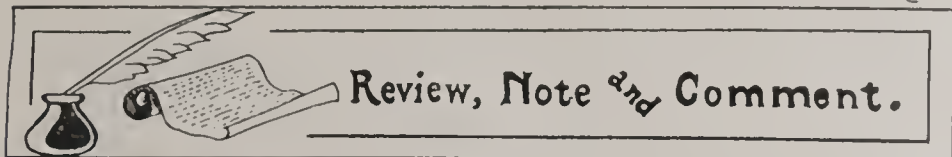
The term "agent" shall be construed and applied to any person selling nursery stock under the partial or full control of a nurseryman or of a dealer or other agent. This term shall apply to any person engaged with a nurseryman, dealer, or agent, in handling nursery stock on a co-operative basis.

Section 4 of this act provides for issuing licenses to nursery firms outside the State. Nurseries located outside of Indiana, desiring to ship nursery stock into this State may obtain a license by filing a copy of their inspection certificate with the State Entomologist of Indiana. The license fee of \$1.00 should accompany the copy of inspection certificate and the application for license.

"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR MAR. 1915, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	MARCH—				NINE MONTHS ENDING MARCH—					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut....	4,411	41,341	9,890	60,482	287,673	1,813,793	213,590	2,071,761	250,557	2,348,057
		73		196		3,372		9,372		11,236
All other.....{ free....		287,234		246,977		1,071,140		1,155,128		1,130,254
.....dut....										
Total.....		328,648		307,655		2,888,305		3,236,261		3,489,547





Nurserymen should keep in mind that the laws of Canada prohibit mailing nursery stock into that country. This includes trees, shrubs, plants, vines, grafts, scions, cuttings or buds. Greenhouse grown florists' stock, herbaceous perennials and bedding plants are admitted only when there is a statement of contents attached showing that they are not subject to fumigation. Shipments of nursery stock into Canada should be made by the regular process and entered where they may be fumigated before being shipped on to the customer.

Mr. W. H. Miller has taken over the entire interest of Miller and Meherin, Oakland, California, and in the future the name of this firm will be the Miller Seed Company. Mr. Miller intends to go over the tree seed collecting field very thoroughly this year and aims to have a very complete line of tree seeds. He is making arrangements to collect *Abies Douglassi* in large quantities if this year's crop will allow of it.

In the United States as a whole four-fifths of the standing timber is privately owned, and one-fifth is owned by various States and the Federal Government. New York owns one-fifth of the forest land of the State and one-fourth of the standing timber. Owing to a Clause in the Constitution this timber can not be cut even though it is dying or dead and a menace to healthy timber about it. The State should allow careful cutting of mature timber in the Adirondacks.

Mr. Dykhuis, of Boskoop, Holland, of the firm of Felix & Dykhuis called at "The National Nurseryman" office on May 14th. He reports business as very good indeed, far better than was expected, remarking that one would hardly know the war was going on by the amount of orders received and booked.

New York leads all the other states in the Union in lumber consumption, with a total annual bill for timber of all kinds of over \$100,000,000. Enough wood is used annually in the industries of the State to make a board walk 1000 feet wide and 1 inch thick from Syracuse along the New York Central to New York City and part way back.

The State College of Forestry, Syracuse, N. Y., is advocating a conservation commission to handle the forestry of the Adirondacks. They suggest leaving a portion of the forest in its wild condition so as to protect the wild life of the locality. The balance to be developed in a sensible way as a productive forest.

The New York State College of Forestry, Syracuse, N. Y., is certainly a live organization and judging from the amount of advertising and instructive matter mailed they should be a tremendous force in increasing and conserving the forestry wealth of that state.

## CEDRELA SINENSIS

The one great objection to the *Cedrela sinensis* is its similarity to a tree with a bad reputation, namely *Ailanthus glandulosa*.

This of course is not an objection to the tree itself but rather against its selling qualities. So many people have such a strong aversion to the odor of the *Ailanthus* when in flower that they will not risk planting anything that looks like it and the customer would have to have more than the ordinary confidence in the nursery salesman to be convinced it was not one and the same thing.

It is a pity that this is so as the *Cedrela* is really a beautiful tree, the long pinnate leaves are very handsome, the whole appearance of the tree is decidedly tropical and rich.

It would be quite a relief to see more of them planted instead of so many poplars and Silver Maples. For rapid growth it has them both beaten. It propagates very easily from root cuttings and grows so rapidly in the nursery rows that it is easily deflected from an upright growth if crowded. Plenty of space should be given as the trees will make 4 inches caliper in as many years.

While very similar to the *Ailanthus* it has a more regular and dense growth and of course is without the disagreeable odor. The flowers of the *Cedrela* are really very effective, being very long pendulous panicles of white flowers.

It is hardy as far north as Massachusetts. Perhaps in time when the public parks have well developed avenues of them its fine qualities as an ornamental tree will become better known and the public will not be so ready to suspect the nurseryman of trying to palm the ill-smelling *Ailanthus* on them under another name. The surest means of identification of the *Cedrela* is that the leaflets are always minus the coarse teeth at their base, these are always present on the *Ailanthus* each bearing a very conspicuous gland, hence the name *Ailanthus glandulosus*.

## THE HORTICULTURAL ZOO

The Dogbane barked and the Coxcomb crowed.  
The Larkspur sang, while the Cowslip lowed;  
Then the Snapdragon uttered a fearful cry  
That made the Bearberry pipe his eye.  
The Foxglove held the Duckweed fast,  
But the terrible tumult couldn't last.  
The Chickweed fluted a sweet "Peep, peep!"  
And the floral zoo all went to sleep.

—*Philadelphia Record*.

Mr. H. G. Benekhuysen, representing H. Den Ouden & Son, Boskoop, Holland, while on his annual trip called at the office of the "N. N." Mr. Benekhuysen obtained a furlough which he is in hopes of having extended so as to enable him to attend the Convention of the Nurserymen, and visit the Exposition at the Coast. Upon his return to Holland he will have to report for duty at the trenches. He reports this trip to be a very successful one, and says that business is good.



## STANDARDIZATION IN SIZES OF NURSERY STOCK

At the meeting of the New England Nurserymen's Association held in Providence, Rhode Island, and, later at the meeting of the Connecticut Nurserymen's Association held in Hartford, Edward W. Breed of Clinton, Mass., presented a paper on the standardization in sizes of nursery stock.

## STANDARD CODE

## GENERAL RULE

All measurements in height and diameter state in feet, beginning with the smallest size.

Quality state thus

X equals light grade suitable for growing on.

XX equals medium grade or good salable stock,

XXX equals extra heavy and selected stock.

## SUGGESTIONS.

With deciduous trees height of trunk to first lateral may be given.

With deciduous trees, Coniferous trees and Coniferous shrubs the time of the last transplanting may be given.

In case of Specimens it may be stated.

## DECIDUOUS TREES.

Height give in single feet up to eight feet, then, by two feet.

Caliper take three feet from ground, and beginning at one inch give in one quarter inches.

## DECIDUOUS SHRUBS.

Height give in half feet up to three feet, then, by single feet.

Quality as per general rule.

## EVERGREEN TREES.

Height give in half feet up to five feet, then, by single feet.

Diameter at base give in half feet.

Quality as per general rule.

## EVERGREEN SHRUBS.

Height give in one quarter or one-half feet up to three feet, then by one-half feet.

Diameter give in half feet.

Quality as per general rule.

## VINES

Age give in years.

Quality as per general rule.

## HERBACEOUS PERENNIALS.

Quality,

X one season's growth from seed, cutting or division.

XX two year's growth, undivided stock.

XXX three year's growth, undivided clumps.

F. Field grown.

P. Pot grown with size of pots.

## FRUIT TREES.

Height give in single feet.

Caliper take one-half foot from ground and give in sixteenth inches.

Quality as per general rule.

## SMALL FRUITS.

Age give in years.

Quality as per general rule.

The object of this paper was to bring about a more uniform method of measurement and description, thereby giving the purchaser a more accurate idea of the stock. The one measurement, generally height, is not sufficient for a complete understanding. This should work out to mutual advantage to both grower and purchaser. The grower would receive better results from a more definite grading, and the purchaser could better determine the grade he requires.

Mr. Breed endeavored to treat the subject in as simple and uniform a manner as possible eliminating a variety of phrases such as stocky, bushy, twice transplanted, heavy, etc., all of which can as well be explained by the X method.

At the conclusion of Mr. Breed's paper a committee consisting of Messrs. E. W. Breed, J. R. Barnes, and J. Heurlin was appointed to consider and recommend a code which we now publish.

## QUASSIN CHEAP INSECTICIDE

*An Effective Spray Made From it at a Low Price*

Attention is called in a recent bulletin (No. 165) of the United States Department of Agriculture to the possibilities of quassia as a contact insecticide. There is reason to believe, say this bulletin, that quassia can be cheaply prepared and possibly sold at a lower price than some of the materials now used in commercial insecticides. The only experiments, however, that have been made up to the present were conducted at Sacramento, California and it is possible that in a more humid climate quassia would not be so satisfactory.

Quassia is the active principle in quassia wood, which is found in considerable quantities in Jamaica. Quassia chips have been employed for many years in the preparation of spray solutions for the control of the hop aphid. The percentage of quassia in these chips varies somewhat, but it has been stated to be 75 per cent by one author. If this is correct, the bulletin says, it would take only 4½ pounds of the chips to 100 gallons of spray to make an effective insecticide; 3 pounds or double this quantity, would certainly be sufficient; and with 3 pounds of whale-oil soap at 4 cents a pound would make the total cost of materials for 100 gallons of spray only 24 cents.

In investigating the efficiency of the quassia spray, the author of the bulletin compared it with a standard insecticide known as nicotine sulphate, a tobacco product. The quassia he believes to be equally effective.

Note:—Quassia chips have long been used in England as an insecticide. Where the writer worked as a boy, in the peach houses and grape houses there was always a barrel of clear water in which was suspended a muslin bag containing about a pound of quassia chips.

It made the water extremely bitter and when syringed on the plants was very effective in keeping them free from aphids.—*Editor.*

The town of Fine, New York, has planted out 40,000 Norway Spruce and White Pine, with the idea of forming a nucleus for a town forest. The trees will be planted in forty acres near Oswegatchie, which has been donated by John P. Griffin, the trees being supplied by the interest and generosity of Prof. E. F. McCarthy.



The Everblooming  
**BUTTERFLY BUSH**  
(Buddleia Variabilis Magnifica)

We Are Headquarters for the Butterfly Bush.

And have propagated 150,000 plants the first winter. Write us for prices in 2½ inch pots for immediate shipment by express or for dormant plants next fall or spring. This is the most valuable hardy perennial introduced in many years.



**Brown Brothers Co.**

Rochester, N. Y.





# The Butterfly Bush—*Buddleia Variabilis Magnifica*

By E. I. FARRINGTON, in *The Country Gentleman*

IT IS doubtful whether any new shrub ever distributed in this country offered so much to all classes of garden makers as *Buddleia variabilis*. It is coming to be generally known as the butterfly bush, because of the remarkable attraction which it has for butterflies of all kinds and colors. It is very hardy and extremely easy to grow, but if set out the last of April or the first of May it will be blooming early in August of the same year, even in New England, and it will not cease to bloom until cut down by the frost. Even then it seems to succumb only under protest, starting up again if there is a week of warm weather.

The plant was discovered in the wilds of Western China, but it thrives in the soil and climate of the United States. Sometimes it is called the "summer lilac," for the flowers somewhat resemble those of the lilac in form. They are borne closely on long spikes or stems and are mostly a light heliotrope in color.

## With Constant Cutting it Blooms a Whole Season

Every branch bears a flower spike, and if the blossoms are cut constantly with as long stems as possible new branches will continue to appear, with new spikes of bloom, as long as the season lasts.

Then, if the whole plant is cut down to within eight or ten inches of the ground in the spring, a host of new branches will grow in a very short time and there will be a wealth of flowers—and of butterflies. Quite apart from its own merits as a flowering shrub, buddleia is worth growing for the great numbers of these beautiful creatures that it woos to the garden. Sometimes scores may be counted on a single bush at one time.

In spite of their rather peculiar shape the flowers of the butterfly bush lend themselves well to house decoration. They keep several days in water if they are put in a fairly cool place and are not crowded in a vase. A very faint and delicate odor is exhaled by the flowers, an odor that to some people resembles that of heliotrope.

Though buddleias are an attractive addition to the border planting, they are most effective when massed in beds. They grow from four to six feet high, like sun for at least half the day and need an abundance of water if they are to give the best results.

Flowering as freely as they do, too, they prefer rather rich soil. In the Northern States it is a wise precaution to heap up soil round the lower part of the plants in the fall, in the same manner that roses are protected from the severity of winter cold. It does not matter if the tops are killed back, as they are to be cut away in any event to give the plant a whole new start in spring.

This variety of the *Buddleia* is the best and most useful for hardy flower gardens. We have propagated a large number of these plants the past winter which are ready for immediate shipment. Write us for prices.

**BROWN BROTHERS COMPANY**  
ROCHESTER, N. Y.



OUR SPECIALTY:  
NURSERYMEN'S SUPPLIES

Colored Fruit Plates, Colored Circulars  
Special and Ready-Made Plate Books  
Bindings, Catalogue Covers  
Descriptive Catalogues, Printed Forms

GET OUR  
**QUALITY AND SERVICE**

**ROCHESTER LITHOGRAPHING CO.**  
ROCHESTER, N. Y.



## PINE QUARANTINE

Mr. C. L. Marlatt, Chairman of the Federal Horticultural Board objects to our criticism of the haste in which the Pine Quarantine was put into effect and is anxious for his side of the case to be brought before the readers of the *National Nurseryman*. We herewith publish his letter verbatim which gives in detail the action of the Board in relation to it.

*United States Department of Agriculture, Federal Horticultural Board, Washington, D. C.*

April 7, 1915.

Dear Sir:—

I regret to note an editorial item on page 135 of the *National Nurseryman* for April, 1915, which very strongly and unjustly criticises the Federal Horticultural Board of this Department. In the instance of this particular pine quarantine the Board has taken unusual precautions to see that all parties in interest should have opportunity to express themselves, and has given unusual time for such expression of opinion. For your information I am giving you a record of the public information and notices given prior to the promulgation of this quarantine.

After an investigation which extended over some months a warning letter was issued in relation to the European pine shoot moth (*Eveltria buoliana*) under date of October 26, 1914. This letter was widely distributed, including trade journals.

In a letter of December 9, 1914, to Mr. Pitkin, Chairman of the Nurserymen's Committee on Legislation, the facts relative to this insect were given and the request was made that he take up the subject of quarantine with the nursery interests which would be affected and report any suggestions to this office. On January 6, 1915, a report was received from Mr. Pitkin which indicated that the majority of the nurserymen were in favor of quarantine action, and that there was no strong objection to such action.

A Notice of Public Hearing was duly issued, January 23, 1915, and this hearing was held in Washington, February 2. Mr. Kelsey, of the F. W. Kelsey Nursery Company, was the only nurseryman present at the hearing. The chief point made was that an immediate quarantine would affect contracts and shipments enroute. Mr. Pitkin, for example, writing that "If I remember correctly the substance of the letters that I received from a number of nurserymen, extracts of which were sent you, nobody made any very serious objection against the quarantine, but I have a letter today from Mr. Fred W. Kelsey, of New York in which he suggests that if you decide on a quarantine that it should not be effective until June or July, thus permitting the importation of stock this spring for which contracts have already been made." Due consideration was given to this suggestion, and the quarantine was provisionally drawn effective July 1, 1915. Prior, however, to issuing this quarantine, in view of the small attendance at the hearing, another effort was made to reach all nurserymen interested for any constructive criticisms or suggestions, and a notice was sent to the leading trade journals, including *The National Nurseryman*, and this notice was published in your journal for March, 1915, page 100. This notice was

also published in other trade journals. Not a single response was received to this notice. We were, therefore, perfectly justified in taking for granted that the nursery trade had no objection whatever to the quarantine or the effective date, July 1, 1915.

I have gone into this matter particularly to bring to your attention the pains which the Board took in this instance to see that nurserymen had a full opportunity for the presentation of any suggestions, and my purpose in doing this is not so much that I am interested in bringing these facts to your attention as I am in indicating the undesirability from our standpoint of trade journals such as yours making such criticisms without foundation and especially in view of the very painstaking effort on the part of this Board to give nurserymen a fair hearing on any matter which comes before it for consideration which may effect the nursery interests. Certainly if trade journals such as yours show such complete absence of courtesy or effort to acquaint themselves with the facts as indicated in this editorial criticism, the Board might justly feel that it was wasting its time in attempting to carry out the policy which it has laid down of giving a fair hearing on all subjects which affect nursery interests. It goes without saying that the Board will continue to treat nurserymen fairly, but it will appreciate similar fair treatment on the part of trade journals devoted to the nursery trade.

It should be stated that the Board had authority, and perhaps full justification, for the establishment of an immediate quarantine covering European pines without consideration to existing contracts or shipments enroute. That such course would have been fully justified is indicated by two reports received within the week indicating practically a 50 per cent. infestation of pines with this insect. Nurserymen and forestry interests in this country may still, therefore, have occasion to seriously regret that this Board in view of the wishes of the nurserymen adopted so lenient a course in this instance.

Yours very truly,

C. L. MARLATT, *Chairman of Board.*

Mr. Ernest Hemming, Editor.

*The National Nurseryman.*

Flourtown, Pennsylvania.

## ARBOR DAYS OF THE STATES.

For the first hundred years as a nation the United States was too busy cutting down trees for homes, to realize that we were in many cases causing needless waste in our manner of home making. When we began to appreciate the real value of our trees, we also awoke to the fact that each year they were growing scarcer. As a result we have begun to plant trees and to try to save those we have. For a number of years nearly all the states have observed an annual Arbor day and in some states—there have been one in the spring and another in the fall. It is, in some states, fixed by law, and in others the governor is empowered to proclaim a date which he deems advisable. It is observed more particularly by the public schools, the state in many cases furnishing the trees for the children to plant and the operation taking place with appropriate ceremonies. The greatest bene-



fit from Arbor day, is the fact that tree-planting and the esthetic value of tree planting is inculcated in the minds of future Americans while they are yet young. Following are the dates of Arbor day in the United States and Canada; also the manner in which it is fixed:

#### ARBOR DAYS IN UNITED STATES.

*Alabama*—Day not observed.

*Arizona*—

*Arkansas*—

*California*—No state holiday. Each county fixes its own date.

*Colorado*—Date fixed by governor's proclamation. Occurred April 18 in 1913.

*Connecticut*—Date fixed by governor's proclamation. Occurred April 18 in 1913.

*Delaware*—

*District of Columbia*—

*Florida*—

*Georgia*—First Friday in December. Occurred December 6 in 1912.

*Idaho*—

*Illinois*—Date fixed by governor's proclamation. Set for April 16 and October 22 in 1913.

*Indiana*—Third Friday in April. Occurred April 18 in 1913.

*Iowa*—Date fixed by governor's proclamation. Occurred April 23 in 1913.

*Kansas*—Date fixed by governor's proclamation. Occurred April 10 in 1912.

*Kentucky*—Date fixed by governor's proclamation. Occurred April 25 in 1913.

*Louisiana*—

*Maine*—Date fixed by governor's proclamation. Occurs some time in May, usually on Friday; May 17 in 1912.

*Maryland*—Date fixed by governor's proclamation. Occurred April 11 in 1913.

*Massachusetts*—Date fixed by governor's proclamation. Occurred April 26 in 1913.

*Michigan*—Occurred May 9 in 1913.

*Minnesota*—

*Mississippi*—

*Missouri*—Occurred Friday, April 14, in 1913.

*Montana*—Second Tuesday in May. Occurred May 13 in 1913.

*Nebraska*—April 22. Date fixed by law, but governor also proclaims it.

*Nevada*—Date fixed by governor's proclamation. Occurred April 18 in 1913. Likely to be changed to about April 1 as other date regarded too late.

*New Hampshire*—Occurred May 3 in 1913.

*New Jersey*—Second Friday in April. Occurred April 11 in 1913.

*New Mexico*—Date usually fixed by governor's proclamation.

*New York*—Occurred Friday, May 2, in 1913.

*North Carolina*—No regular date. Observed only irregularly and not each year.

*North Dakota*—Date fixed by governor's proclamation. Occurred May 2 in 1913.

*Ohio*—Date fixed by governor's proclamation, usually in April. Occurred April 4 in 1913 though this date is earlier than usual.

*Oklahoma*—

*Oregon*—Second Friday in April. Announced by proclamation by superintendent of public instruction. Occurred April 11 in 1913.

*Pennsylvania*—Date fixed by governor's proclamation. Occurred twice in 1913, early in April and on May 25.

*Rhode Island*—Second Friday in May. Legal holiday.

*South Carolina*—

*South Dakota*—Occurred April 22 in 1913.

*Tennessee*—

*Texas*—Date fixed by governor's proclamation. Occurred March 7 in 1913.

*Utah*—Date fixed by governor's proclamation. Occurred April 15 in 1913.

*Vermont*—Occurred April 25 in 1913.

*Virginia*—Date fixed by governor's proclamation.

*Washington*—Occurred April 16 in 1913.

*West Virginia*—

*Wisconsin*—Occurred May 2 in 1913.

*Wyoming*—Date fixed by governor's proclamation for last Friday in April. Occurred April 25 in 1913.

#### ARBOR DAYS IN CANADA.

*Manitoba*—Occurred May 5 in 1913.

*Nova Scotia*—First Friday in May. Occurred May 2 in 1913.

*American Florist.*

#### BULLETINS OF INTEREST TO NURSERYMEN

Seed Production of Western White Pine. By Raphael Zon, Chief of Forest Investigations. Pp. 15. Contribution from the Forest Service. (Professional Paper.) April 17, 1915. (Department Bulletin 210.) Price, 5 cents.

This bulletin contains a report upon an investigation of the seed production of western white pine and a discussion of the method of measuring the seed crop.

Studies of the Codling Moth in the Central Appalachian Region. By F. E. Brooks and E. B. Blakeslee, Entomological Assistants, Deciduous Fruit Insect Investigations. Pp. 49, pl. 1, figs. 23. Contribution from the Bureau of Entomology. April 12, 1915. (Department Bulletin 189.) Price, 10 cents.

Contains results of investigations as to the appearance of the Codling Moth in Virginia, Maryland, and West Virginia, and describes some of its natural enemies.

Native American Species of *Prunus*. By W. F. Wight, Botanist. Pp. 75, pls. 13, figs. 3. Contribution from the Bureau of Plant Industry. (Professional Paper.) April 2, 1915. (Department Bulletin 179.) Price, 20 cents.

This bulletin is intended for horticulturists in all parts of the United States, especially those who are studying varieties or doing work in plant breeding.

Service and Regulatory Announcements. Index 1914, Federal Horticultural Board.



# AMENDMENT NO. 1 TO THE RULES AND REGULATIONS UNDER THE PLANT QUARANTINE ACT: GENERAL, INCLUDING NURSERY STOCK.

Regulation 6 of the rules and regulations of the Secretary of Agriculture governing the importation of nursery stock into the United States, issued July 1, 1914, is hereby amended, effective immediately, by striking out the first sentence in the second paragraph of said regulation and inserting in lieu thereof the following:

Nursery stock, except orchids and tree seeds, from countries which do not maintain nursery-stock inspection, will be admitted into the United States only for experimental purposes and in limited quantities, under

special permit through ports designated therein. (See regulation 5.) Orchids and tree seeds may be imported from such countries in commercial quantities under special permit.

Done at Washington this 19th day of April, 1915.

Witness my hand and the seal of the United States Department of Agriculture.

D. F. HOUSTON, *Secretary of Agriculture.*

## MAKING LIME-SULPHUR CONCENTRATE

*Directions for Preparing this Spray Material at Home—Cost and Method of Mixing—Highly Concentrated Solution Described.*

Investigations for the purpose of encouraging orchardists in the preparation of lime-sulphur concentrates for their own use or in the neighborhood have led to the wide use of this spray material, says the U. S. Department of Agriculture Bulletin No. 197, "Homemade Lime-Sulphur Concentrate." It is of relatively little importance except for economy in storage space how dense or heavy a concentrated solution is made because it can be readily diluted in conformity with the purpose for which it is to be used. To do this a Baume hydrometer is used, the stem of which has a graduated scale. When the hydrometer is introduced into the concentrated lime-sulphur it sinks to varying depths according to the density of the liquid. In the experiments conducted it was found the Baume hydrometer should register 33 to 34 degrees in the highly concentrated solution, as later here described. A great variation in density, from 25 to

## AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—C. R. Burr, Manchester, Conn.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

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## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurseryman's Association**—President, Walter E. Campbell, New Haven, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaus, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, J. H. Austin, Antioch, Tenn. Secretary-Treasurer, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.

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31 degrees. of the ordinary homemade product was recorded in the experiments. where the usual 50-100-50 formula was used. The amount of sediment left from the lime and sulphur varied widely. 35 to 50 per cent.

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One of the homemade cooking plants used in the experiments consisted of a 12-horsepower boiler from which steam was conducted into two 50-gallon barrels. No coils were used in the bottoms of the barrels, the steam being emitted through the open end of a straight pipe extending within a few inches of the bottom of the barrel. Small batches of the 50-100-50 formula, amounting to 25 gallons of the finished product, were cooked at a time. About 20 gallons of water were put into the barrel, the steam turned on, and the water brought to the boiling point. The lime was then put in and after it had begun to slake the sulphur was added. The mixture was stirred thoroughly throughout the time of cooking which lasted an hour. It was allowed to settle about 12 hours and then the clear solution was siphoned off. The sludge or sediment was put in to a cider press and the clear solution pressed out, using 10-ounce canvas cloth for filter. In these experiments commercial ground sulphur and a good grade of lime was used.

The 50-100-50 formula, meaning 50 pounds of lime, 100 pounds of sulphur and water to make 50 gallons of the concentrated solution, has generally been recommended for the preparation of home-boiled concentrated lime-sulphur solution. A good grade of fresh limestone, containing not less than 90 per cent. calcium oxid. is necessary for the best results. Hydrated lime is sometimes used but it is necessary to obtain a good grade and at least 20 per cent. more of this form of lime, as it contains a high percentage of moisture.

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A highly concentrated solution may be made, continues the bulletin, by using the lime and sulphur at the ratio of 1 to 2, but with reduced quantities of water. The formula used in some of the commercial lime-sulphur manufacturing plants is 80 pounds of fresh stone-lime, 160 pounds of commercial ground sulphur, and water to make 50 gallons of the finished product. Solutions prepared by this formula should test on an average 33 to 34 degrees Baume, as explained above, and there is about 50 per cent. in volume of sludge after allowing the solution to settle for 24 hours. There is only about 5 per cent. to 10 per cent. in volume of insoluble materials.

Commercial ground sulphur may be purchased in car lots for about \$1.50 per 100 pounds, and lime at about 60 cents per barrel, making the cost of the highly concentrated solution, estimating labor and fuel at 70 cents, about \$3.30 per barrel of 50 gallons. This does not include wear on outfit and cost of containers for storing.

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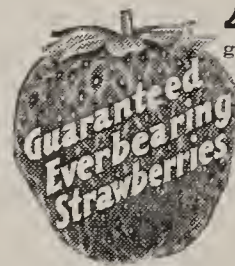
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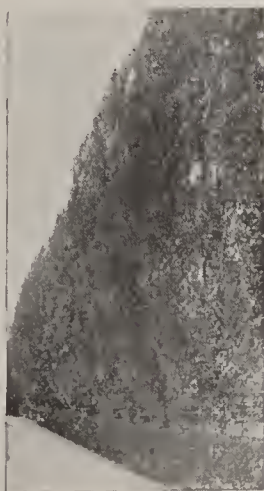
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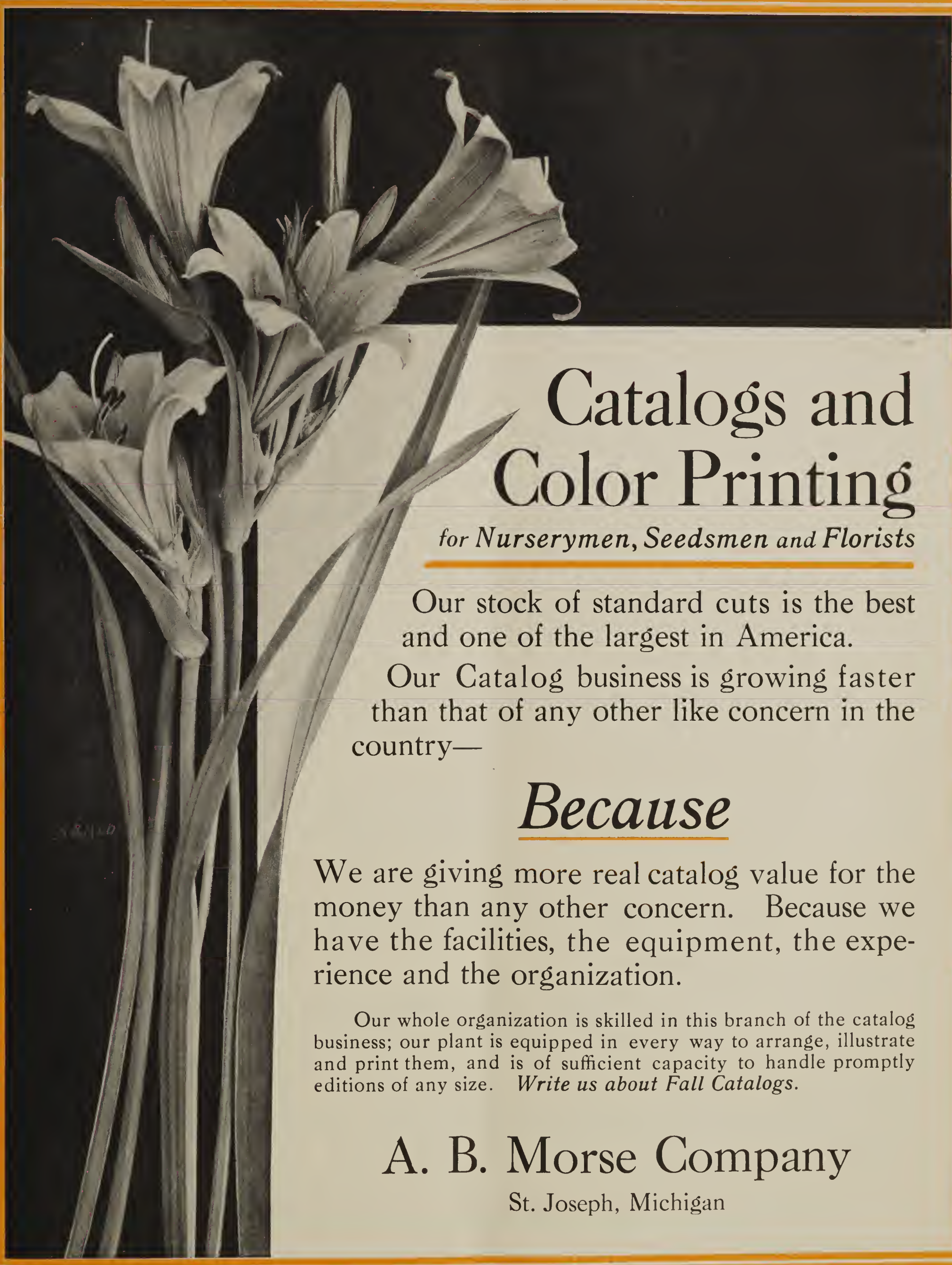
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Year before last we made a greater proportionate gain than before and really surprised ourselves. Sales grew to these dimensions:

Last year, 1914-15, brought to us an even greater increase of business. Our printing for Nurserymen, Seedsmen, Florists and Poultrymen made a showing like this:

During the six years covered by this record we have held all the customers who were with us during the previous fifteen years, except two, and have lost permanently only two of the more than seventy-five that have come to us in the past six years. Of the four we have lost, two we lost a-purpose, and as we are making a truthful record, two we couldn't please no matter how hard we tried.

## THE REASON

**W**E ARE GIVING all our time to this business. Our facilities are ample. Our photographic and illustrative resources are large. The quality of our product is the equal of any, and we are giving more real catalog value for the money than any other firm, and the people are finding it out.

---

A. B. MORSE COMPANY

St. Joseph, Michigan



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**NURSERIES**  
**420 ACRES**

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
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## BAILEY'S BRAND NEW STANDARD Cyclopedia of Horticulture

The National Nurseryman, by special arrangement with the publishers, offers this work on easy terms. Six large quarto volumes. More than 3,600 pages. 24 full page exquisite color plates. 96 beautiful full page sepia halftones. More than 4,000 text engravings. 500 Collaborators. Approximately 4,000 genera, 15,000 species and 40,000 plant names.

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No, this isn't a cut in prices.

Sometimes a manufacturer finds that certain improvements in his factory will permit him to do one of two things—sell the same stock at a lower price, or put better quality into the goods and continue to sell at the usual figure.



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We have made many improvements around our nurseries during the past two or three years. This year the results are showing and our trees are in better shape than ever. Our Blue Spruces, Hemlocks, Arborvitaes and Retinisporas are extra; in the big blocks of Norway and Silver Maples.

Out in the fruit tree section, where we are growing millions of Apples and Peaches, a negro workman said the other day "Mr. Har-r-son, dem's de fines' trees yo' ever had!" He ought to know, for he has worked here a long time.

We haven't cut prices, but every year we are increasing the quality. We are putting more than a dollar's worth into every order that goes out from this place. We know, for the trees we sell are grown here at Berlin.

## COME TO BERLIN THIS SUMMER

See the nurseries, and our way of doing things. Go over to Ocean City and spend a day or two watching the ocean—have a dip in salt water if you like it.

## BETTER RESERVE SOME OF THIS STOCK NOW SO IT CAN BE SHIPPED LATER

You can't make money any faster or easier than to order your fall supplies right now. We will ship when you say the word, and bill as usual.

Remember, we will be at Detroit, June 23, 24, 25. Look for Harrisons, Berlin, Md.

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HALF A MILLION { PEACH TREES  
APPLE TREES  
ORNAMENTALS

### NORWAY MAPLES, 100,000 PEACH TREES—1 Yr. from Bud

Elberta	50,000
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King	2,000
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Williams Early Red	2,000
Fameuse	3,000
Rhode Island Greening	3,000
Red Astrachan	1,000
Northern Spy	1,000
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Gano	1,000
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# HARRISONS' NURSERIES, Berlin, Md.





# THE NATIONAL NURSERYMAN



JULY 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

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OFFER A GENERAL LINE OF

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## CHERRY and STD. PEAR

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If you are in the market for superior trees write  
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APPLE TREES—Over 100 Varieties.

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ROSES—Immense stock of hardy kinds.

FRUIT TREE STOCKS and GRAFTS.

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Always pleased to quote prices.

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*Wholesale Nurserymen*

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Established 1868

1500 Acres

**“PLUM SPECIALISTS”**

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

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BLACKBERRY THUNBERGII SEEDLINGS,  
H. P. Roses, Crimson Ramblers, Ornamental  
Shrubs, Asparagus Roots, California Privet,  
Apples, Peaches, etc.

## C. R. BURR & CO.,

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 Astilbe Gladstone.  
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 " Queen Alexandra.  
 Azalea Mollis, in sorts.  
 Pontica "  
 " Kaempferi.  
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 " pyramids.  
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 Funkia, in sorts.  
 Hydrangea Otaksa.  
 " pan. gr.  
 Juniperus, in all sorts.  
 Kalmia Latifolia, all sizes.  
 Magnolia, all sorts.  
 " Yulan.  
 " planting size.

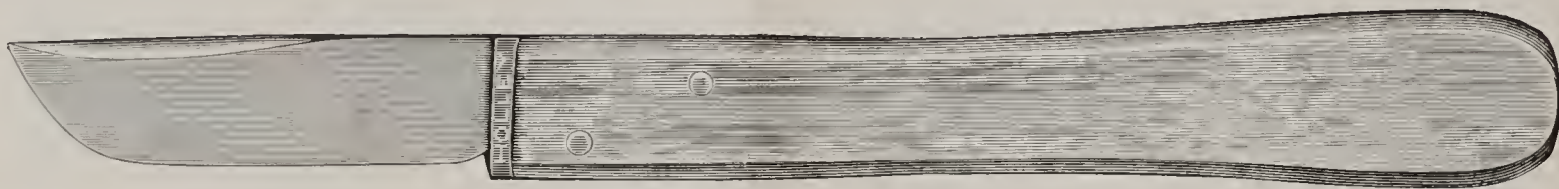
Paeonia, in sorts.  
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 " Festiva Maxima.  
 " Louis van Houtte.  
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 Picea, in sorts, all sizes.  
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 Phlox, all varieties.  
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REMEMBER:—Strictly wholesale only . No Agents.

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Fruit Seedlings, Ornamentals, Evergreens

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Grown to plant, not to sell; different from "Mail-order plants." We have some surplus beyond our own planting requirements in 2½ inch pot-roses; send for our list which includes Ramblers, Climbers, Mosses, Hybrids and Baby Roses—all the staple sorts, and some of the best new varieties.

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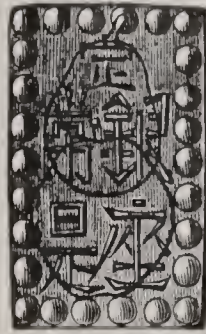
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## Wholesale Nurseries

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MILTON MOSS, Prop.

We offer for Autumn of 1915  
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### SPECIALTIES

**APPLES**—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.  
**PEARS**—Kieffers, one and two years old. A much smaller crop than heretofore.  
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**CHERRIES**—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.  
**PEACHES**—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.  
**ROSES**—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.  
**PRIVET**—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.  
**PECAN SEEDLINGS**—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, **HUNTSVILLE WHOLESALE NURSERIES**  
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You can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens;

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Let's get together.

## The D. HILL Nursery Co., Inc.

Evergreen Specialists

LARGEST GROWERS IN AMERICA.

Box 401 - Dundee, Ill.

65TH YEAR

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# FRANKLIN DAVIS

## NURSERY CO.,

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We will have an extra fine lot of stock for Fall

APPLE 1 and 2 year.

PEACH

CALIFORNIA PRIVET

ASPARAGUS

ORIENTAL PLANES—All sizes—also a fine lot of  
Planes for transplanting.

AMERICAN ELMS

HORSE CHESTNUTS

A fine lot of IMPORTED BOX

We can make special prices on Privet and Peach in  
carload lots.

See us at the Convention.

We will need Cherry and Pear.



## Send Us Your Want List.



## W. FROMOW & SONS

We specialize in Hardy American Rhododendrons and offer all the best varieties with brightest colors, hardiest sorts and largest trusses. They are all grown in open fields on black sand and sandy loam.

We can also offer largely Dwarf, Climbing and Standard Roses. All the newest most popular varieties.

Common Beech and River's Purple grafted Beech to offer in very large quantity. Clean straight stuff and well rooted. Can quote on stock transplanted Spring 1914 or 1915.

Full particulars of the above and other stocks, nearly 300 acres in extent, contained in our wholesale catalogue free on application.

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Strawberries  
Raspberries  
Blackberries  
Dewberries

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### Headquarters for Small Fruit Plants

1200 Acres "At it 25 Years"

Currants Rhubarb

Gooseberries Asparagus

Grape Vines Horseradish

Privet Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

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Editors of the "H. A." LOWDHAM, NOTTS,  
ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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Livingston Building, Rochester, New York

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Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc.

Quotations furnished by letter.

P. D. BERRY,

Dayton,

Ohio

## We Offer for Fall 1915 and Spring 1916

15,000 Oriental Planes from 1 1/4 to 3 inch caliper

A large stock of Sugar Maples, American Elms,

Carolina Poplars, Lombardy Poplars, Double

Flowering Japan Cherries, Weeping Japan

Cherries, Flowering Apples, Flowering Peaches

Norway Maples, 2 inch caliper and up.

Also a large and complete assortment of Ornamental Trees and Flowering Shrubs. Among our large stock of Fruit Trees we call especial attention to our surplus of:

10,000 Keiffer Pears, 2 and 3 years

20,000 Stayman's Winesap Apples, 11-16 in. and up

10,000 Downing Gooseberries, 2 years. No. 1

200,000 Apples, 2 year buds, fine

## Hoopes, Bro. & Thomas Company

Maple Avenue Nurseries

PHILADELPHIA OFFICE  
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Established 1853

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BY THE MILLIONS

Arbor Vitae	Jack Pine
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Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
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European Larch	White Spruce

All sizes. Ask for prices.

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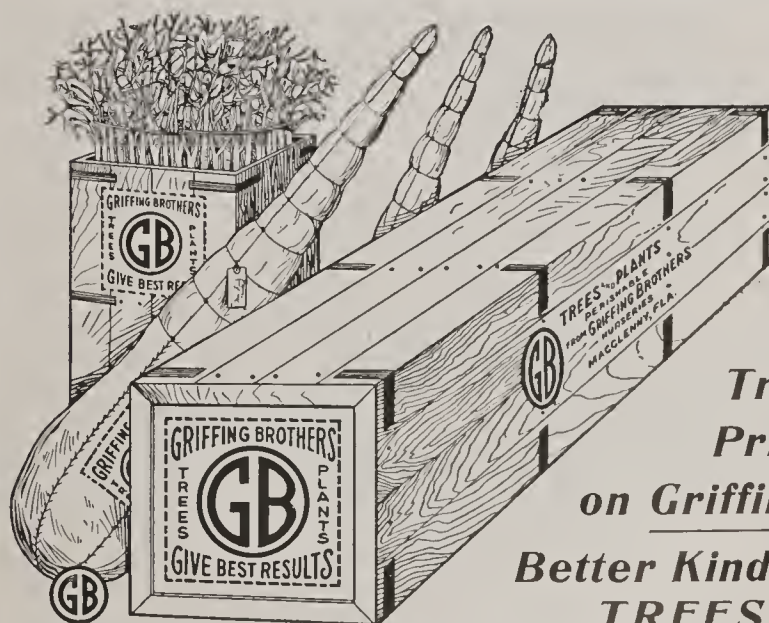
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## SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA

BEFORE BUYING GET THE



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Trade  
Prices  
on Griffing's  
Better Kinds of  
TREES

The Quality of Stock, Neatness of Packages, Prompt, Careful Service will Please You.

PECANS, Budded or Grafted Trees.  
PLUMS on plum roots.  
PERSIMMONS, Japanese  
FIGS, leading varieties.  
SCUPPERNONG, JAMES and other grapes.  
MULBERRIES, free from blight and nematode.  
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# RAFFIA

Owing to foreign difficulties, there has been no importation of raffia for sometime, and future shipments are indefinite.

We had several direct consignments on the way to us at the outbreak of European hostilities which gave us a fair supply, but the quantity of raffia in this country is very limited, and the demand is rapidly exhausting it.

It would be well to arrange now for what you will require.

See our exhibit at the Detroit Convention.

**THOMAS MEEHAN & SONS**  
IMPORTERS OF RAFFIA  
**DRESHER, PENNA.**

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APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES SHRUBS  
BERRIES CLEMATIS  
EVERGREENS PEONIES PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete lists and carload lots.

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GENEVA, N. Y.

63 Years

700 Acres

# **NOW READY**

**We Offer For Prompt Shipment:**

ROSES, FIELD-GROWN. Own roots and budded.  
ABELIA GRANDIFLORA Field-grown, transplanted.  
LAUROCERASUS. (English Laurel.)  
MAGNOLIA FUSCATA Pot-grown  
OLEA FRAGRANS Pot-grown.  
OSMANTHUS AQUIFOLIUM Pot-grown.

LIGUSTRUM JAPONICUM.  
LUCIDUM, NEPALENSE, and other good varieties, fine bushy plants.

CAMPHOR. Pot-grown.  
SATSUMA ORANGE, Budded on Citrustrifoliata, field-grown

BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
BIOTA AUREA CONSPICUA

WISTARIAS. Best sorts, grafted.

APPLES. One and two year.

FIGS.

ENGLISH WALNUTS. 18 to 24 inches, 2 to 3 feet and 3 to 4 feet, transplanted; fine straight stock.

JAPANESE WALNUTS.

We also offer a fine stock of Deutzias, Spiraeas, Philadelphus, Hydrangea Otaksa, Pomegranates, Elms, Texas Umbrella, Tulip Poplar, Weeping Mulberry, Sycamore, Oaks, and a general line of ornamentals.

Send us your list of wants and let us figure on same.

**P. J. BERCKMANS CO., Incorporated**

FRUITLAND NURSERIES AUGUSTA, GEORGIA

Established 1856

Over 450 Acres in Nursery

## **St. Regis Nursery**

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**Hammonton, N. J.**

Both Phones.

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ST. REGIS, MILLER, KING AND  
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CRETIA DEWBERRIES. HOUGHTON  
GOOSEBERRY.

**Car lots a specialty.**

**Prices right.**

**Let me know your wants.**



## The Best Tree Digger on Earth



Used and Recommended by Leading  
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The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
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Apple Trees, 2 years, Buds  
Apple Trees, 2 years, Grafts  
Cherry, Peach, Plum, Kieffer Pear,

GOOSEBERRIES  
GRAPES, RHUBARB

Flowering Shrubs. Shade Trees.

Apple and Pear Seedlings.

**Forest Tree Seedlings**

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Have you seen and examined the quality and  
finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

**The Denney Tag Co.**

West Chester, Pennsylvania



## BUDS and BUDDING SUPPLIES

We Mailed our JUNE LIST of Buds, for Nurserymen's use the latter part of June. This list will show a complete line of Budder's Supplies—Raffia, Budding Knives, Tree Counters, &c.

If you did not receive it ask for copy.

**CHASE NURSERY CO.**

Chase, Alabama



## WATSON'S SEEDLINGS.

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Remember—when in want of Apple Seedlings—that we are specialists. The growing and handling of Apple Seedlings is not a side line with us. We grow Apple and Pear Seedlings exclusively. We can furnish in quantity—all grades—from heavy 7-12 m. m. branched roots down to the lining out No. 3 grade. We grow the perfect Seedling—as near as money and experience can produce. We use the very best selected soil—cultivate thoroughly—Spray and dig just as late as season will permit—allowing stocks to mature fully, so that they are full of sap and vitality. We pack so that stocks will arrive in perfect condition. We promise *quality*.

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*F. W. Watson & Co.,*

*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

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No. 7.

## FORTIETH ANNUAL CONVENTION OF THE AMERICAN ASSOCIATION OF NURSEYMEN HELD AT DETROIT, JUNE 23—25th, 1915

**I**DEAL weather, just cool enough to be pleasant, a good attendance and fine accommodations all combined to make the opening session a very successful one.

By noon over 270 members had registered their names with Secretary Hall, pinned their numbers on and started in on business and to have a good time.

It was the glad hand in every direction, the renewing of old acquaintances and the making of new ones. Whoever invented and applied the Badge Book to a Nurseryman's Convention deserves a monument. Identification is the only introduction necessary between nurserymen to insure at least a very cordial greeting. It is respectfully suggested another year the privilege of the number for identification be extended to the ladies.

After a hearty welcome by Hon. Oscar B. Mars, Mayor of Detroit, who extended the freedom of the city, the Convention got down to business according to program with some changes in the order of the addresses.

Mr. J. R. Mayhew's address "A Better National Association" paved the way for the subsequent resolutions which resulted in a New Constitution and By-Laws for the Association, as published on a separate page.

The officers elected to serve for the ensuing year are E. S. Welch, Shenandoah, Iowa, President; John Watson, Newark, N. Y., Vice-President; Peter Youngers, Geneva, Neb., Treasurer, and John Hall, Rochester, N. Y., Secretary.

Milwaukee, Wisconsin to be the place of the next convention.

The selection was unanimously approved.

President-elect Welch made a strong appeal for loyalty to support him in his efforts for the upbuilding of the society.

John Watson, in accepting office, said he sincerely hoped that no one would accuse him of being Welch's grape juice.

### THE NEW EXECUTIVE COMMITTEE

The Executive Committee which according to the New Constitution shall be composed of members to represent the different geographical sections and have plenary powers has been chosen as follows:

President, E. S. Welch, Shenandoah, Iowa, chairman; J. B. Pilkington, Portland, Oregon, one year; Lloyd C.

Stark, Louisiana, Mo., one year; J. H. Dayton, Painesville, Ohio, two years; H. B. Chase, Chase, Ala., two years; J. R. Mayhew, Wacahackie, Texas, three years; Theo. Smith, Geneva, New York, three years; Vice-President, John Watson, Newark, N. Y., ex-officio.

Mr. Wedge, Albert Lea, Minn., suggested a certificate of inspection such as used on shipping tags, in brief form. Instead of the usual statement to the effect that the nurseries had been inspected, and so forth and so on, the form to be somewhat as follows: Michigan, 1915. Inspected. To be supplied to the nurserymen in the form of a cut by which they may stamp their labels. This suggestion was referred to the committee on uniform legislation and it is hoped will be adopted.

J. Horace McFarland in his report as chairman of the committee on Nomenclature made strong recommendation for uniformity. He said that many fine things had gone dead owing to their names and that in his opinion he would not call a dog such a name as *Buddleia magnifica*. He urged that every effort be made to make buying easy.

J. Jenkins, Winona, Ohio, in his very interesting address told of the times when grape buds sold as high as 25 cents each, and spoke very interestingly on methods of propagation.

### PRESIDENT'S ADDRESS, AMERICAN ASSOCIATION OF NURSEYMEN, DETROIT CONVENTION,

JUNE 23rd, 24th and 25th,

Henry B. Chase, President, Chase, Ala.

**L**ADIES AND GENTLEMEN, the greatest lesson I have learned this past year, a year that we will all remember, is that there is nothing to be gained by worry. When the war started we in the South were perhaps affected more than other sections of the country; cotton was unsalable, business dead, merchants and bankers scared, farmers panicky, and the man who had placed his order for trees wanted to cancel it; the man who had not yet placed his order forgot that he ever wanted to, and the nurserymen, unless men of unusual nerve and poise, were greatly worried. I will admit that I was one of the worried ones. Looking back I now feel



how unnecessary and foolish it was to lose sleep and appetite over what might happen. Someone has said, "I am an old man and have had many troubles, but the most of them never happened." The most of our troubles do not happen, and blessed is that man who has found this out.

Mr. E. C. Simmons, the hardware king of St. Louis recently mailed a letter to all his salesmen reading:—

"Don't worry. War or no war, freight rates or no freight rates, tariff or no tariff, baseball or no baseball, grape juice or champagne—the farmer is still on the job. Don't forget him."

There is comfort and encouragement in this for every one of us, the farmer is still on the job, and he is today the best farmer this country has ever known; he is producing bigger crops, selling them for more money, and consequently spending more money than ever before, and he will buy our trees, and will have the coin to pay for them. See to it that he gets full one hundred cents in value for every dollar he spends with us. Don't worry! Forget your worries in work. Go right along with your business affairs with a cheerful and hopeful spirit; plan conservatively, but work enthusiastically. Work, my friends, is the greatest blessing we have. Listen!

Work

Thank God for the price of it.

For the beautiful conquering tide of it,

Sweeping the life in its furious flood.

Thrilling the arteries, cleansing the blood.

Mastering stupor and dull despair,

Moving the dreamer to do and dare.

Oh, what is so good as the urge of it.

And what is so glad as the surge of it.

And what is so strong as its summons deep,

Rousing the torpid soul from sleep?

Work!

Work!

Thank God for the swing of it.

For the clamoring, hammering ring of it;

Passion of labor daily hurled

On the mighty anvils of the world.

Naturally a feeling of unrest is in the air, a feeling of uncertainty as to what the future will bring to us because of this horrible war in Europe, but my friends, we have a calm, cool, level-headed man in charge at Washington, and if it be possible for mortal man to steer this great nation clear of foreign entanglements, clear of war, that man will do so. And he should have behind him the solid, heartfelt sympathy and support of every citizen of this land.

Here we are in this beautiful city of Detroit with our troubles, which loomed so large to lots of us back in October and November, behind us. We have not perhaps cleaned up much profit this past year, possibly none at all. We may be weary of the manufactured, newspaper-made sort of prosperity, that we have enjoyed (?) the past twelve months, but remember that it is this "cheer up" talk with which our papers and magazines have been filled, that has given us all hope and faith in the future. Until the real thing is with us, let's continue to read and write and preach *Prosperity*. Let's imbibe all of Walt Mason's gloom-chasers we can, and let's firmly believe that real prosperity is awaiting us just around the corner.

We are all feeling pretty good, prospects are a whole lot brighter and getting better every day—why should we worry or be downcast? Surely gentlemen, apple trees, Kieffer pear and apple seedlings have all struck bottom, it was with a dull, sickening thud to be sure, and it jarred us powerfully, but we are recovering and let's forget it.

With last season's troubles behind us let us now cheerfully and buoyantly face the problems of the coming season and of the coming years. What are they? There is just one problem that I shall dwell on—only one—and that is this—*can this Association by any change in its methods or organization make of itself a more efficient organization?* An Organization that will really help to *Control production*, and to *eliminate price cutting?* An Organization that can keep closer watch on Legislative and Transportation matters than is possible under our present system of working through committees? Can it be done? How shall we go about it?

Mr. Mayhew of Texas in his paper "A Better Association" will, I hope, point the way for us. To my mind it is a great big problem—as big as that laid out for himself by an old darkey preacher in Alabama, when he told his flock at a Wednesday evening prayer meeting, "I'm takin no tex dis evenin', but I'se gwine to do three things; I'se gwine to explain de onexplainable, I'se gwine to do de ondoable, and I'se gwine to onscREW de onscrutable." *This problem is big* because of the lack of one thing—*Money*. With a lot of money we can do a lot of good, and gentlemen, with the *little money* that this Association has had to operate on all these years *it has done a lot of good*. Let us look back a little, realize what this Association has had to work with and what it has accomplished:—

This Association is now forty years old, was founded by a few representative nurserymen with the idea of bringing together in an annual convention the reputable nurserymen of the United States, to get acquainted with each other, relax from business, mix and mingle together, to exchange views and ideas, discuss methods of propagation, cultivation and all questions of common interest, and incidentally, or possibly primarily, to exchange, buy and sell nursery stock; the founders of this Association had in mind the bringing into its membership all reputable nurserymen of this country—a National Association of American nurserymen. They had in mind the greatest good to the greatest number. The dues were nominal, expenses small, their problems far less complicated than those we face today. Up to 1905 the dues were \$2.00 per year; they were then raised to \$3.00 and in 1906 to \$5.00; so going back ten years we find we have had an income of \$5.00 per year for nine years and \$3.00 for one year, from a membership as follows:—

1905	West Baden	472	Members
1906	Dallas	541	"
1907	Detroit	371	"
1908	Milwaukee	376	"
1909	Rochester	384	"
1910	Denver	356	"
1911	St. Louis	382	"
1912	Boston	363	"
1913	Portland	463	"
1914	Cleveland	410	"

We now have \$6500 in our treasury, and since Feb-



ruary, 1900, we have expended \$10,504.00 in Tariff, Legislation and Transportation matters alone. In addition to this we have expended about \$1700.00 from the special Horticultural Fund started in Portland two years ago. That this money has been well and wisely expended is beyond question of doubt. The work has been handled by committeemen who are all busy nurserymen, and who have given freely of their time, inconvenienced themselves time and time again to carry on this work, and without one cent of remuneration for their services. *All honor to every one of these true-blue wheelhorses, they have always responded when called on, and they*

or \$50.00 per year. how many members will we lose? Would the few who made up such an Association constitute a National Association of American Nurserymen? If, instead of the four hundred to five hundred odd members now attending our annual meetings, our conventions consisted of say a hundred or a hundred and fifty members (and I honestly believe there are not to exceed 100 to 125 who will pay \$30 to \$50 annual dues) *would such a Convention be a representative gathering of the American Nurseryman?* All these and dozens of other questions have occurred to me in thinking this matter over.

With the consent of the Program Committee I wish



*A group of well-known nurserymen attending the Convention at Detroit. All officers and workers for the American Association of Nurserymen. Reading from left to right, William Pitkin, Henry B. Chase, E. S. Welch, John Dayton, J. R. Mayhew, Loyd C. Stark, John Watson.*

*have accomplished great and lasting good for the nurserymen of this country.* Remember that their work has benefited all American Nurserymen, whether members of this Association or not.

Note that our largest membership the past ten years was 541, and that for six years of the ten the membership has been under 400. I am greatly pleased to see that in spite of this hard year just past we have not only retained the membership of a year ago, but increased it 28 members. This is evidence of the good work done by our Membership Committee and secretary this season. If we advance our dues from \$5.00 to \$25.00 or \$30.00, \$40.00

to call for Mr. Mayhew's paper to-morrow morning, that we may have ample time to consider it, and I bespeak for him your careful and close attention. Following his paper I want a full and free discussion of this question, and let's see if we can get at a practical working plan and then try it out.

#### TRADE TERMS

Another matter on which I hope to see definite action by this Convention, is Trade Terms, and Mr. Schuette as Chairman of a committee appointed in Kansas City last December by the Western Association will report to this convention a schedule covering terms of payment in the



nursery trade, which, if it meets your approval. I hope to see adopted as the Official Terms, to be printed on the invoices of every member and put into universal use in the nursery trade of the United States.

#### TRANSPORTATION

Effective on June 1st there is an advance in freight rates in Official Classification territory (east of the Mississippi and north of the Ohio Rivers) applying to car load lots only, raising the classification from fifth to fourth, which means an advance of 20 to 25 per cent in freight charges on car lots. This advance is over and above the general advance of 5 per cent. of last spring. This matter will be covered fully by the report of Mr. Sizemore, Chairman of our Transportation Committee. The work of this committee is important, it requires the services of a man familiar with railroad matters; Mr. Sizemore has this necessary knowledge; he has used it for the benefit of this Association many times and his

#### SECRETARYSHIP

Our good friend, Secretary Hall, is again serving us this year in spite of the fact that he tendered his resignation last year at Cleveland, which was accepted with the understanding that he would serve until our Executive Committee could arrange for a new Secretary. Later the Executive Committee arranged with Mr. Hall to continue his services, adding sufficiently to the salary to enable him to employ clerical help to relieve him of a vast amount of detail work incident to the publishing of the Badge Book, Report of Proceedings, etc. Mr. Hall seems to be happy and well content under this new arrangement, and I am pleased to have him at my right hand. He is earning his salary all right.

I now want the ear of every member from the South and Southwest. I want to call your attention to the fact that through your agents on the road, you have a fine opportunity to preach to the farmers of the South *the*



*A group of Dansville, N. Y., Nurserymen.  
Front row, James A. Kelley, James A. Rowan, C. W. McNair  
Back row, George L. Roberts, J. B. Morey, W. J. Maloney*

labors are greatly appreciated by all of us.

#### LEGISLATION

The work of this Committee is the most important and the most arduous of all handled by this Association. Think for a moment of the many cases of adverse legislation investigated and fought by this Association, in the states of Maine, Wisconsin, Montana, Wyoming, and Colorado, the many trips by this committee to Washington because of the Federal Inspection Bill, to Atlanta and Philadelphia on Uniform Legislation matters! My friends, in the very nature of things it is utterly impossible for these busy men who make up this committee to keep the close watch on Legislative matters, both National and State, that we should have, and it is an imposition to place the vast amount of detail work of investigation, the vast amount of correspondence involved, on their shoulders, and should not we now at least relieve them of this *detail work* which can be handled by a paid expert?

importance of diversifying their crops. If the South can get away from the one-crop idea, if we will not depend on cotton for everything, but rather bend our energies toward producing our own meat and bread for man and beast and let our cotton buy our automobiles and pianos instead of our necessities, we will then turn the catastrophe of last fall into a blessing. *One way to diversify is to plant orchards, and this point should not be lost sight of in your selling campaign this season.* Preach this eternally through your agents, and practice it yourselves.

Now my friends, let us for a moment turn our thoughts in loving sympathy to our fellow craftsmen beyond the seas, the nurserymen of France, Belgium, England, Germany. Think of what they are going through; multiply your own harassing worries ten thousand times and then add an inexpressible weight of anxiety for loved ones fighting in the trenches, an inexpressible weight of sorrow for loved ones killed in battle, and you



will not overdraw the picture. Listen to my lamented friend, Elbert Hubbard, who said:—

“When we think of the ‘Army of Bleeding Feet’—that army of homeless women and tired, hungry children—of the aged, stricken with grief too great for tears, and the woes that are beyond words—will we complain of a



“Joe” Davis

Orlando Harrison

social slight, a toothache, or a loss in trade? The high cost of living becomes trivial when we think of bloody wounds and crushed bones and starving widows and outcast orphans.

Out of the waste and woe of war across the seas comes to us a grain of gain, and I do not have most in mind the gain in trade—that is assured. It will be for us largely to feed and clothe a starving Europe, many of the things we have depended upon Europe for we will now make ourselves, and in the making we will evolve men and women, and therein will lie our chief gain, for as a boy grows when thrown upon his own resources, so does a nation. *Made in America* is a slogan that is swelling into a chorus and will pass into the current coin of commerce.

Another great gain from this war is in the heroic attitude of mind, which forgets to complain, declines to whimper.

Out upon the faultfinder! Our every hour is jeweled with a joy, and blessings are at our doors beyond that of any people in the whole wide world.”

#### SECRETARIES' REPORT.

*John Hall, Rochester, N. Y.*

In order that a full expression of the wishes of members might be secured as to the time favored for holding the annual meeting of the Association your Secretary was instructed at the Cleveland convention to submit

the question to a postal card vote. Over 260 replies were received, representing a substantial majority of the membership, favoring a permanent meeting date between the 20th and 30th of June. Accordingly the fourth Wednesday in June and two following days were announced as the time of holding the 40th anniversary.

Your Secretary is pleased to report a more prompt response from members to the exhortation contained in the announcement of this convention, and to state further that the registration in the Badge Book for 1915 is the largest ever published with the exception of the years 1906 and 1913; also the amount of cash turned over to the treasurer is the largest during the same period with the exception of 1913. Four hundred and twenty-six names appear in the Badge Book for this year, and a leaf insert containing others received too late for publication, has been printed for use of members, thus bringing the total membership on the 15th day of June to 435.

\$3,130.00 were sent to the treasurer up to June third.

In 1906, when the membership fee was three dollars, the unusual registration was due to the enthusiasm of the Texas nurserymen in rallying local residents to join the Association when the annual meeting was held in Dallas. It was at this meeting that the dues were raised from three to five dollars. The increased registration in 1913 was due to the campaign carried on by Mr. McHutchison. This year between sixty and seventy new members have



*Mr. Marshall, C. S. Harrison, Mr. and Mrs. Carl Flemmer*

been enrolled, much of which is due to the work of the Membership Committee under the direction of Mr. Will B. Munson.

But there have been between sixty and seventy failures to renew, and some of you will at once wonder how, in view of this, we reconcile the statement of a larger Badge



Book registration this year. This loss, however, is largely made up of new members. The explanation for the larger list of names published in the Annual Proceedings of last year is that the local nurserymen at Cleveland brought in eleven new members, and nine others also registered. Then, when your Secretary got home, a further active canvass of delinquent members was commenced and nineteen of these responded favorably, two new members being secured by correspondence, bringing the registration to 477.

The income from membership and Badge Book for the past ten years is as follows:

1906	.....\$2,014.29	1911	.....\$2,771.85
1907	..... 2,867.80	1912	..... 2,747.70
1908	..... 2,883.60	1913	..... 3,314.15
1909	..... 2,786.30	1914	..... 3,077.90
1910	..... 2,340.00	1915	..... 3,130.90

The record of deaths during the past year is quite lengthy:



*Adrian Van Leenwen, Jr., W. T. Hood, H. F. Hillenmeyer*

Aug. 26, '14,	Hiram T. Jones, Elizabeth, N. J.,	aged 59
Sept. 3, "	Leigh Overman, Spokane, Wash.	"
" 8, "	Peter Bohlender, Tippecanoe City, O.,	78
" 20, "	Albert van Balen, of Felix & Dyk-	
	huis, Boskoop, Holland,	"
Dec. 14, "	Joseph G. Harrison, Berlin, Md.,	74
" 17, "	Mrs. Jessie F. Moss, Huntsville, Ala.,	79
Feb. 16, '15,	George C. Segar, Rochester, N. Y.,	52
" 21, "	H. Frank Darrow, New York, N. Y.,	48
Mar. 14, "	Frank Meredith, Kolen, Ind.,	60
" 22, "	Howard E. Merrell, Geneva, N. Y.,	52
May 4, "	Eugene Willett, North Collins, N. Y.,	61
June 3, "	Henry J. Weber, Nursery, Mo.,	74

We mention also the following: Mrs. V. A. Vanieek, Newport, R. I.; Mrs. D. S. Lake, Shenandoah, Iowa; Mrs. Charles Ilgenfritz, Monroe, Mich.

The Financial Statement of the Secretary is thus:

RECEIPTS

June 16, 1914, Balance in Bank	.....\$ 81.15
March 16, 1915, Memberships and accounts due	241.25
June 2, 1915, Memberships and Badge Book advertisements	..... 2,808.50
Totals	.....\$3,130.90

DISBURSEMENTS

Paid to Peter Youngers, Treasurer .....\$3,130.90

A personal reference in closing: We desire to make reference to the conference between the Executive Committee and ourself following last year's meeting, when the matter of appointment of secretary was left to those gentlemen. The consideration shown me and the kindly treatment accorded prompt me to desire to express my appreciation and thanks, resulting in my continuation in office for the year. We have endeavored to perform the duties of the position faithfully, and if it is the pleasure of the Association to continue the relationship we promise fidelity to the best interests of the organization.

THE NEW CONSTITUTION AND BY-LAWS AS ADOPTED AT THE FORTIETH CONVENTION OF THE AMERICAN ASSOCIATION OF NURSERYMEN  
JUNE 23—25TH, 1915

CONSTITUTION

Article 1. This Association shall be known as the American Association of Nurserymen, and shall embrace two classes of membership.

First. Active or voting members, who shall be actively engaged in the nursery business.

Second. Associate or non-voting members, embracing horticultural implement makers, dealers in supplies, and those in the allied trades.

All present members paying membership fees, as per the schedule herein adopted, for the year 1915, shall constitute the membership of this Association, and thereafter all membership shall be elective by a majority of the active members present at any annual meeting, or in the event of application for membership at a time other than the annual meeting, then the Executive Committee may upon majority vote of said committee receive members.



Article 2. The object of the Association shall be to promote the general interests of its members.

First. Relaxation from business.

Second. The cultivation of personal acquaintance with others engaged in the trade.

Third. The exhibition of fruits, flowers, plants, or



*Thomas I. Ilgenfritz,  
Chairman of Entertainment Committee.*

manufactured articles used in the business.

Fourth. The exchange and sale of stock.

Article 3. The officers of the Association shall consist of the president, vice president, secretary and treasurer, and the executive committee. The president, vice president, and treasurer shall be elected by ballot at the annual meeting of the Association, and hold office for one year, or until their successors are chosen. The executive committee shall consist of the president, and vice president ex-officio, and six others, nurserymen, who shall be chosen to represent sections as follows:

One member from the Eastern States, one member from the North Central States, one member from the Western States east of the Rocky Mountains, one member from the Pacific Coast, one member from the Southern States west of the Mississippi River, and one member from the Southern States east of the Mississippi River. Members of the executive committee shall be elected two each year for a term of three years. There shall also be a vice president from each state to be chosen by their respective State Delegations at the annual convention, who shall hold office until their successors are duly elected. The secretary shall be chosen by the executive committee and shall hold office subject to approval of said executive committee.

Article 4. The Constitution and by-laws of the Asso-

ciation may be amended at any regular meeting by a vote of two-thirds of the active members present.

Article 5. The annual meeting of the Association shall be held on the third Wednesday in June at such place as may be designated by the Association at its previous meeting.

Article 6. Not less than 25 members shall form a quorum to transact business at any annual meeting of the Association.

Article 7. The annual membership fee for active members shall be \$5.00 and for Associate Members \$10.00, and additional dues shall be paid as follows by active members doing an annual business of from \$10,000 to \$20,000—\$5; \$20,000 to \$50,000—\$15; \$50,000 to \$100,000—\$25; \$100,000 and over—\$50.

The payment of dues, based upon the above schedule, shall be made to the secretary prior to the date of the annual meeting.

Article 8. All exhibitors of products or manufactured goods must be members of the Association, and shall pay such fees for exhibition space as shall be determined by the executive committee.

#### BY-LAWS

First. The president shall preside at all meetings of the Association, and as ex-officio member of the executive committee be chairman of said committee, and have general supervision of the affairs of the Association. He



*John Rice, Harry Simpson, D. Hill*

shall, whenever the affairs of the Association demand, convene the executive committee, or when any three members of the executive committee petition him call a meeting of said committee.

Second. The vice president shall preside at the meeting in the absence of the president. The State Vice



Presidents shall look after and promote the interests of the Association in their respective States. They shall also be a standing committee to present nominations for officers at the annual meeting, and recommend the next place of meeting for the Association, but such recommendation shall not preclude other nominations or place of meeting on the floor.

Third. The secretary shall perform all duties delegated to him by the executive committee, shall be custodian of all records, reports, correspondence, etc., of the Association, and shall prepare the proceedings for publication. He shall collect the annual dues and all other moneys due the Association, and in all other matters perform the duties incumbent upon him. He shall be under bond for such amount as the executive committee may require, and shall receive for his services all necessary expenses and such compensation as salary per annum as the executive committee may deem proper. He shall make reports of receipts and disbursements as the executive committee may require and direct, and in all matters pertaining to his office be under the direction of the executive committee. He shall keep minutes of the meetings of said executive committee, which shall at all times be subject to review by the Association.

Fourth. The treasurer shall receive and keep an account of all moneys belonging to the Association, paying out same upon direction of the executive committee. He shall make an annual report of receipts and disbursements and shall be under bond for such amount as the executive committee may require.

Fifth. The executive committee shall approve all bills and have general supervision of the affairs of the Association, directing the secretary in the discharge of his duties as herein provided, and shall serve without remuneration. In the event of a called meeting of the executive committee at a time other than the annual meeting of the Association then the expense of members attending said called meeting shall be paid out of the funds of the Association. In the selection of a secretary they shall secure a competent man at such salary per annum as in the minds of the committee is deemed advisable.

If in their judgment it is deemed advisable they may cause to be gathered and compiled once each year statistics, showing the available stock in the hands of members and growers, and shall use every means at their command to bring the buyer and seller together upon fair and reasonable terms. It shall be within the province of the executive committee, after carefully considering the matter of supply and demand, to make such recommendations to members of this Association as, in their minds, seem wise, just and desirable, looking to the stimulation of trade and the elimination of surplus nursery products. If said statistics and recommendations are prepared, the executive committee shall cause to be printed in convenient form said statistics and recommendations, copy of which shall be furnished each member of the Association.

Sixth. It shall be the policy of the Association to pay the traveling expenses of its committee while looking after the affairs of the Association, and after same have been approved by the executive committee said expense shall be paid out of the Association's funds.

Seventh. In the event of the death of any elective

officer of the Association, the president, or in the event of his death, the vice president shall have the power to fill such vacancy. The appointment, however, to have the approval in writing of a majority of the executive committee. Should the death occur of the president and vice president the power to fill vacancies shall rest with the executive committee, who may fill such vacancy by a majority of vote.

Eighth. To promote by all means in its power increased knowledge and use of nursery products among the people.



*John Watson, of Jackson & Perkins Co., Newark, N. Y., Vice President of American Association of Nurserymen*

#### REPORT OF COMMITTEE ON UNIFORM STATE LEGISLATION

William Pitkin, Chairman, Committee on Uniform State Legislation, with Professors Sanders, Warsham and Washburn, representing the Horticultural Inspectors, and Mr. Orlando Harrison and Mr. E. R. Lake, representing the American Pomological Society, came to an agreement on the draft of the bill for Uniform State Legislation, so that the three associations are in agreement as to the terms of the proposed bill.

This was reported to our Association and a resolution passed approving the action of the Committee and authorizing the Committee to continue its labors and secure as rapidly as possible the enactment of the law in the various states. In this effort the Committee will cooperate with the Association of Horticultural Inspectors and with the various state and local organizations in interest. The details of further work yet remain to be arranged, but will be announced from time to time.

Your Committee feels that the Association is to be congratulated on the progress so far made, and we also feel very strongly that the opportunity that we have had during the past two or three years to meet with the Horticultural Inspectors has brought about a better feeling and



better understanding between the two organizations, which of itself, if nothing more is accomplished, is well worth the time and expense incurred.

#### COMMITTEE ON LEGISLATION

William Pitkin, Chairman of the Committee on Legislation East of the Mississippi River, presented his report. This was supplemented by a verbal report of a conference with Mr. Curtis Nye Smith, of Boston, attorney for the seed trade associations, and our Executive and Legislative Committees.

The result of this conference was a recommendation to the Association that Mr. Smith be employed as general counsel for our Association, whose duties in substance would be to keep informed of proposed legislation at Washington and in the various states and advise and direct the handling of such legislative matters, to give frequent information to members as to the requirements of state laws, and to give from time to time to the individual members of the Association such legal advice as they might need in connection with their business.

Under the reorganization plan of the Association this matter was referred to the Executive Committee, and the Executive Committee decided that it would be wise to make such an arrangement with Mr. Smith, and the details are now under consideration and will undoubtedly be carried out and can be reported on definitely within a short time.

It is felt that under this arrangement it will be possible to keep close watch of legislation and that there will be other and great benefits to the Association and its members.

#### A BETTER NATIONAL ASSOCIATION

*Address by J. R. Mayhew, Waxahackie, Texas, before the Detroit Convention, June 23rd, 1915.*

I have been directed by your program committee to discuss before you at this hour a subject of great importance, "A Better National Association," and while I feel highly honored in having been chosen to discuss a matter of so grave importance, I feel wholly unequal to the task before me. Forty years ago, a few representative nurserymen met and organized the American Association of Nurserymen, and during all these years the very best, the truest, and most loyal nurserymen of the country have assembled year after year to contribute by their presence and with their money to the general good as represented by this Association. When the suggestion is made that the time in our affairs has come for certain changes in the organic law of our Association, when new methods are proposed to meet changed conditions, it is in no sense of the word a criticism of what has been wrought in the past. Those of our beloved members who were responsible for the Association met the obligations of life courageously, unhesitatingly, and with statesman-like patience.

We are not particularly interested in the past except to do honor to those who have served us efficiently. We are confronted to-day with the present and with the future. Each day and each year brings changed conditions, and each condition demands a change in methods if met ad-

vantageously. Not only is this true as it pertains to the affairs of the American Association of Nurserymen, but it is true everywhere else in life. A constitution and by-laws that were good yesterday, that represented the needs of the business then, are obsolete to-day. The fact that I have been asked to speak to you on this subject is prima facie evidence, at least in the minds of your program committee, that certain changes are needed in the affairs of our Association.

It makes little difference how thoroughly we build our organization, how carefully we study every word that goes into our constitution and by-laws, how perfectly our governing law may fit into the condition of the hour, our success, after all, or our failure, is very largely an individual matter. In other words, we must, as individuals, realize the obligation of living squarely up to the methods adopted by this Association; there must be the fullest and frankest co-operation between us, and we must, as individuals, be willing to be guided as the Association, through its officers, may direct. I have stated before that the very fact that the question is under discussion is proof that all things are not well with us, and while I believe with all my heart that the spirit of optimism is the greatest asset that any man can possess, I believe, further, that we are rather inclined to overwork the splendid spirit of optimism.

A few days ago I received from one of the prominent nurserymen of the country a letter that I appreciated very much. I appreciated it because it was full of questions of the hour. Standing out prominently from all the rest was one that caught my eye, "What is the matter with the nursery business?" It is not my intention to endeavor to answer that question, because every subject on the program bears on the question, but it is related to the subject under discussion and, to that extent, I shall endeavor to answer it. I believe that there is not a man present who does not earnestly desire to see the American Association of Nurserymen the most efficient possible working organization, and I believe, further, that there is not a member of this Association who is not loyal enough to contribute with his time and money toward the accomplishment of this end. Therefore, the only difference in opinion between us will come about through methods proposed for reaching this particular end.

#### FINANCIAL NEEDS

The first thing that comes to my mind when I think of our Association's needs is money, for I am thoroughly convinced that no matter what policies we may adopt, our need for carrying out those policies will be money. I am not unmindful, too, of the fact that he who proposes a plan for raising money, no matter how worthy the cause, is an undesirable citizen, but regardless of this fact, most certainly we are all of one opinion, that if anything large is accomplished by the Association it will take a large fund to accomplish it. The American Association of Nurserymen represents the nursery interests of the United States, and when we consider this interest as an aggregate, we have before us an investment of a vast amount of money. We have been able, during the past, to accommodate the administration of our affairs to a small amount of expenditure, and while we have with a little money accomplished much good, none of us doubt but that with more money we could have done many things that should have



been done and that have been left undone. If, however, the hour has struck for us to take our place beside the industrial organizations in other lines, if from to-day we are determined to go forward, the first thing that we must consider is a plan to finance our organization along bigger lines.

In considering the question of finance, doubtless because we have heretofore depended entirely on membership fees for our resources, I was led to believe that it would be possible to raise the membership fee from five to twenty-five, or maybe fifty dollars per annum, but after due thought on this phase of the question, and after consultation with several friends in the matter, I was forced to believe that so large a membership fee would reduce our membership, a thing that none of us wants to do. If raising the membership fee would have a tendency to drive out from us any considerable number of nurserymen who at present are members of the Association, I would not want to suggest it. On the other hand, I believe beyond any sort of question that the membership of this Association should be not less than one thousand members, and if this were true, it would go quite a way toward solving our financial problems. Such, however, is not the case, as our badge book for this meeting shows a membership of four hundred and thirty-six, hence, in dealing with the question of finance, we are forced to this conclusion, that in raising funds necessary for our needs we cannot depend on what our ideal membership should be but what our books show. The question, therefore, which confronts us at this hour, is how to provide finances for our larger needs among four to five hundred members so that the very best results will accrue to the Association at large and, at the same time, will not prove a burden on the individual member.

Another question that will at once suggest itself to you is how much money can this Association afford to spend in the administration of its affairs. I believe that we can afford to spend all that it is possible for us to raise, and that no matter how well our plans may be worked out, we will not have spent the money that could have been spent advantageously. I am unable to say with any degree of accuracy how much money the plan that I shall present would bring into the treasury of the Association, but I believe, Gentlemen, that it would be good business, provided such an amount can be raised, to place in the hands of the executive committee an amount of not less than ten thousand dollars per annum, and to double that amount if it is possible. I shall reserve, if you please, financial recommendations, as well as all other recommendations, until the close of my address when these recommendations will, with the consent of this body, be presented in concrete form.

#### WHY SHOULD WE SPEND MORE MONEY IN THE ADMINISTRATION OF THE ASSOCIATION'S AFFAIRS?

This question has probably already arisen in your minds, why the additional funds for the support of our Association when our loyal friends of the past have served its interests gratis? To be sure this particular season is one in which we are all practicing rigid economy, retrenching rather than enlarging our business, and most probably in this we are individually in error. Be that as it may, as it pertains to our individual affairs, which is a matter for individual adjustment, I am thor-

oughly convinced of the fact, and believe that I can convince you, that if the officers of your Association accomplish anything really worth while, if they meet in any marked degree the opportunities of serving you efficiently, it will be because you place in their hands sufficient funds for meeting necessary needs.

But, answering the question that I have raised specifically, why does this Association need additional funds. First, beyond any sort of question, we need the services of at least one man for his entire time. We need a paid secretary-treasurer that will be capable of earning a handsome salary. In the plan that I shall recommend for your consideration there is provision made for the most capable man it is possible for your executive to command, and to procure the services of such a man you must pay him a salary in keeping with the service he is expected to render. It is, to my mind, out of the question to longer burden some loyal patriotic man with the Association's affairs for just such part of his time as he can spare from his individual business, and at little or no salary. I believe that you will agree with me that our combined affairs are certainly big enough to demand the services of a thoroughly capable man who will give his undivided time and energies to the promotion of our interests. There has doubtless been but one reason during all of our past history why we have not had just such a man, and that is because of lack of funds. I take the position, therefore, that there will be little opposition to the plan that I will suggest which provides for a paid secretary, providing the plan will be financed.

Second, I believe that you will agree with me when I say that it is an imposition to ask any body of men to serve as committeemen without remuneration, and to pay their own expenses while discharging the duties incumbent upon them. Your executive committee, therefore, needs money with which to pay the expenses of the different committeemen as they go from place to place in the discharge of their arduous duties which cost the Association not one cent. The plan that I shall recommend for your consideration carries with it the provision that while men should be agreeable to serving the Association as committeemen without remuneration, their expenses while in the discharge of these duties shall be borne by the Association.

Third, we need money and lots of it for publicity. We have lost and will continue to lose until provided for, a great opportunity to keep our interests before the world by a properly financed, well organized campaign for publicity. I do not know how much money should be spent in keeping before the people our interests, but when I consider the dense ignorance of the people regarding the nursery interests of America, it is little wonder to me that our profits go up each year in the brush pile. No money, I take it, that we could spend would be better spent than a liberal allowance to a thoroughly capable committee on publicity. Individual corporations believe that their very life depends upon keeping themselves favorably before the public, and their publicity campaigns are maintained at a large expense. We are led to believe that the results are satisfactory, otherwise they would not be continued, and if such be true in the conduct of affairs in an individual business, it would unquestionably be true and would accomplish much greater good if



a big, broad campaign or publicity was maintained year by year through the American Association of Nurserymen. We have members present here to-day who can speak to you much more intelligently on the question of publicity than can I, and I believe that they will bear me out in the statement that no work is suggestive of more material results, and no money that we could spend would bring larger returns, than a few thousand dollars placed in the hands of a committee on publicity.

To be sure, these are just a few suggestions as to why we need more money. It would be impossible for me to attempt, in the time that I shall take for the presentation of this question, to present in detail every phase of our Association life that could be improved by spending a little money here and there. I think that we have only to look to see the need for funds to promote this or that line of interest, all of which would make for the upbuilding of the nursery interests of America as a whole. I believe that your executive committee will bear me out in the statement that they could have accomplished much more good, and this is not saying that they have not accomplished a great deal, had it not been for lack of funds. The field is a large one, and while its fertility is great, the harvest will depend upon the sowing, all of which necessarily calls for funds.

#### CONCENTRATION OF OUR EFFORTS.

But money alone will not build an organization. However desirable it is that we have money enough to finance our affairs along larger and more intelligent lines, we need to concentrate our efforts; we need a more intensive, a more intelligent, a more effective organization, a concentration of efforts of the American nurserymen. I made this statement once before and was criticized for it severely, but, believing with all my heart that I am right, I am going to say it again. We have too many organizations. Our energies are divided, and as long as this is true we are not going to accomplish the best anywhere. Besides a great number of state organizations, all of which tax the energies and finances of the nurserymen, we are supporting a number of district organizations: Southern, Western, Pacific Coast, etc.

For sentimental reasons, perhaps, many of us will be opposed to any plan that will weaken or eliminate any of these associations, but for my part I have reached the place where above all else I want efficiency, and I believe, gentlemen, with all my heart that efficiency will come with concentration of our efforts, our money, and our talents in one big central organization that will do the work of all. Many of us are members of all these organizations. We contribute our time and money to them all and are, in fact, loyal to all, but in the division of our energies and our money little is accomplished anywhere. I do not know how it is with you in your state organizations, but in my own state the organization is maintained by a mere handful of nurserymen. We never have any money to do anything with, and when a question arises which demands the attention of the Association, a half-dozen of the nurserymen of the state must do the work and finance it. This half-dozen nurserymen that I refer to are members of the American Association of Nurserymen, hence the nursery interests would lose nothing if my state organization should go out of business to-day. I want to again say that, in my opinion, no work is being

done by either the state or district organizations that could not be accomplished just as well, in fact better, through one central organization, the American Association of Nurserymen.

This being true, I do not believe you can accuse me of disloyalty to my state or to my section when I say to you that the best interests of the nurserymen could be served to best advantage through a concentration of our efforts within the lines of our national association. To be sure, we have no power over these organizations, and I am not presuming, except as an individual member of these associations, to suggest what they should do, but if the plan that I shall suggest for building a larger American Association shall at this time meet your wishes, I shall have no hesitancy in going back to my state organization to plead with them to disband and fall into line with the plans that we shall adopt here. I can give no guaranty that this will be done, but, whether it is or not, I do not believe that it will cause a falling off of the membership from my state but, on the contrary, I believe that such a plan as I have suggested would add materially to the membership from my state. As I see the question, it resolves itself into simply this, where can we spend our money and energies that will bring the greatest returns. In considering our plans, therefore, for a larger and better national association, I present for your consideration the desirability of concentration of our efforts.

#### EXECUTIVE COMMITTEE SHOULD BE REPRESENTATIVE OF THE ENTIRE COUNTRY

In building a better national association, I believe that the executive committee should be chosen according to geographical lines. The American Association of Nurserymen should be all that the name implies, hence, you will note in my general plan a suggestion for the division of the country into six districts, and the election of your executive committee therefrom in such a manner that the majority of the committee shall at all times be experienced committeemen. Into the hands of this executive committee I would place the entire management of the affairs of the Association. I would make them, in other words, a board of management, and after providing them with funds sufficient to meet the needs of this association, I would give them power to do all things necessary for the upbuilding of this association, even to the power of choosing the man who should serve them as secretary-treasurer. I would have them be to the Association what a well organized directory is to a business corporation. I would, in other words, through the establishment of this executive committee, make this association a well organized business corporation, and I would confer upon them all powers necessary for the accomplishment of the gigantic task that we place in their hands. While this entire plan, as before suggested, will be presented to you in detail, it is desirable at this time to elaborate somewhat on the purpose of the plan outlined for your executive committee.

At least one speaker on the program will have something good to say to you in regard to price cutting. I would make it obligatory upon this committee to cause to be gathered statistics showing the amount of stock in surplus, and endeavor by every known means to bring together on an equitable basis the man who has stock to buy and the man who has stock to sell. I would suggest



to this committee the desirability of recommending to the members of this association, if you please, the necessity of curtailing plantings whenever its investigations suggested that there was an over-production along any given line. I would ask that they go further in the discharge of their duties, and at a certain season during the year, at that particular time when the best results would accrue, that they, through their secretary-treasurer, issue an address to every member of this association, the aim being to stimulate prices and eliminate cut-throat methods which have been too true of the past. And then, gentlemen, I have the hardihood to stand before you and plead that the recommendations of your executive committee be the basis upon which your wholesale price lists shall be issued, and, I would plead further, that after you have issued said trade lists that you stand or fall by the prices printed therein. I believe that the time has come in the history of the nursery business when, if we are to retain our own self-respect, to say nothing of the other fellow's, if we are to believe in our business to any marked degree, we should have some true regard for the worth of the products of our toil. I believe that when our wholesale trade lists are printed there should be at least a semblance of uniformity in prices, and that said prices as printed should represent, in a measure at least, the price at which our stock should be sold. Nowhere else in the broad field of industrial effort is there so nearly chaos as is true, in this particular regard, in the nursery business. I do not want to be misunderstood as suggesting a combination of interests that would be in restraint of trade, or suggesting combination in prices that would subject you to a revision by the courts of the land. The printing of individual price lists is an individual matter, and should continue to be so, but what I am endeavoring to say is that there should be some uniformity of prices on the same commodity, whether your trade list is issued in Texas or in New York.

It is not my intention or desire to confiscate the time of every other man on the program for the morning, but I have just a word further, then, with the consent of the association, I want to present in detail the plan that I have referred to for your further consideration. In this connection, let me say that I am not a stickler for anybody's plan, not even my own, and if there is a member of this association who has a better plan than I shall suggest, I will be the first to move its adoption. The plan that I have endeavored to work out for presentation before you has in mind the welding together of the nursery interests of the United States in a bond of co-operation, and I believe that only through lines of close co-operation will our best interests be served. I have endeavored in working out his plan to keep before me the thought that, all other things being equal, if one of us has a commodity to sell or buy that his preference should very naturally be given to a member of the association rather than to an outsider. Furthermore, a tree or plant of a given grade should be worth practically the same price over the country generally, and when our trade lists offer trees and plants at a given price, and, in the course of events, we become during the season buyers rather than sellers, I believe that it would not be unfair to expect that we give or take on the same basis. Now, if we can adopt and live up to such a plan, beyond any sort of question the commodity that we are growing for sale will have a more

stable value, and we, as the producers, will have a higher regard for our business.

Craving indulgence and the consent of the association for the presentation of the plan I have referred to, I beg to be allowed to present in detail my plan for a "Better National Association."

### REJECTIONS

*Address by J. H. Dayton, Painesville, Ohio, before the Detroit Convention, June 25th, 1915.*

Telegram—

April 18th.—Shipment of 10th at hand—not up to grade. Wire disposal, or will accept at one-half price.

Letter—

June 12th.—Enclosed find check as per your statement of 1st, less \$15.87 for 75 peach, 25 pear, 38 gooseberries, 16 roses and 8 maples. Your invoice of October 25th. Above stock was dead, damaged and crooked, we could not use it.

Report—

April 21st.—Received 435 Staymans, rejected 148, these are too large and do not match well with our own stock, several of them are 1 inch or more in diameter. Received, 700 Baldwin, reject 235, 140 are under 11-16 in., 22 crooked, 36 no roots, 37 root gall. Received 15 Red Horse Chestnuts, reject 4; these have no self starters.

Letter—

June 15th.—In response to your statement of June 1st, the shrubs and roses sent us last fall are all dead. They were carefully handled, and you know that we have been in the business a long time and know how to care for and force stock. As they were no good, we must decline to pay your bill and should be reimbursed for our loss of time, care and profit on sales.

Any of the above sound familiar? What do you do? Send a credit memorandum? Order stock returned, which you know will be worthless when received, or so late in the season that you can only put it on the brush pile. Write and tell your customers, what they already know, that according to terms long established, all complaints must be made within five days after receipt of goods; that you are not responsible for loss or damage, after delivery of stock in good condition, properly packed to carrier at your station. That the trees, etc., had been carefully examined by a competent state inspector and no evidence found of scale, root gall, wire worms, hot air or perjury. That you shipped shrubs and roses from the same blocks, graded by the same men, to a great many firms who forced them all right and paid their bills promptly with no complaint or deduction. Do you mix in, with the above replies, according to the needs of your customers, blarney, sarcasm, appeal to reason and to common honesty, veiled and unveiled threats of refusal, and the terms of the law, and above all, the solemn fact that you need the money? Do you get a check back by return mail? If so, what will you take for copies of your letters, or a receipt as to how to write them?

Are all rejections reported wrong? No—I care not what your facilities are, or how sure you are that everything is labeled, graded and packed right, counts and re-counts verified, some errors will be made, some stock sent out that never ought to go, and when a letter or re-



port comes in promptly, giving definite numbers and reasons, the probability is that it is right and allowance for such cases is a legitimate over-head expense for every nurseryman, and should be figured in our selling prices.

What about the unjust ones? A nurseryman once told me that he figured on paying freight bills with his claims for shortage and rejected stock, and am quite well convinced that others are working on about that basis, although they don't tell about it. If you have sand enough to call for a show down and run the risk of offending a customer (although such customers are generally costly ones in the end) it is easy enough for them to claim a mistake in reports from cellar or that goods have been misplaced or destroyed. Eliminating all proper and honest claims, think any of you engaged in the wholesale business will agree with me, that there are many claims made, aggregating large amounts, every season that should never be entertained or allowed, that in some instances we are forced to carry the risks of our customer's business and have thrown back on us, the damage to goods in transit, or caused by improper handling and care for stock after received, saying nothing of claims from the man who bought early and finds the market going against him, or the man who overbought and figures will have a surplus. In fact, the man who tries, and often succeeds in making his creditors stand part of the loss caused by his poor judgment as to when and what to buy. Common business integrity should cause us to stand our own losses and to report promptly on receipt any claims we may have for adjustment, and yet every June and December in response to season statements come deduction and claim for allowance on stock shipped some times months before, and for which no previous report or claim has been made.

What are we going to do about it? Judging from past experience, grin or not, but surely bear it, and in effect put our seal of approval on the other fellows' sharp or dishonest practices. Perhaps it might be well for all of us to do a little thinking along the line of grading, both our own and the other fellow's stock. Remember just what was done with the block that was a little injured one winter, or that made up almost, but not quite to best grade. Give the other fellow credit for being just as anxious for a square deal as we are until we know to the contrary.

Those of us who have two sets of graders, one working on stock received and one on our own growing might switch the gangs, say once a week. Does any one really think if the members of the American Association of Nurserymen would live up to our long established terms? No claims considered that are not made within five days after receipt of goods; that we are not responsible for loss or damage after delivery to carriers in good condition properly packed, that we would not shut off at least the larger part of unjust rejections. If we held our accounts open, refused to give more credit until settlement was made, in fact insisted on what was right, and only that, while it might cost some of us on the send off the loss of a few orders, it certainly could not held in the end, all who are honestly striving for the betterment of our business. It does seem that this class, the vast majority of our members ought to have the sand to stand together on a few business propositions and not allow a small min-

ority to establish terms that are neither right nor just because we may possibly lose the profit on a few orders.

#### THE REAL EFFECT OF PRICE CUTTING ON THE TOTAL CONSUMPTION OF NURSERY STOCK

*By Lloyd Stark, Vice President of Stark Bros., Nurserymen, at Louisiana, Mo.*

UPON my return from a southern tour, during the course of which I conferred with our honored president, Mr. Henry B. Chase, it occurred to me that we nurserymen needed to get together on the subject of cut throat salesmanship.

But before going further, let me ask YOU a question—let me ask each individual member!

As an investment, which looked best to you last spring—top size apples at 5 cents or top size "Cherry" at 17 cents. "Cherry" of course! You had confidence in "Cherry"—you knew if you bought a few more than you needed you could sell them, but even at 5 cents you had not faith in "Apple."

Let me ask you the same question in another way. Did you buy *more* apple because they were selling at 5 cents than you would have had the price been 12 cents?

Of course you didn't—the chances are 10 to 1 you bought less—bought them from hand to mouth—just enough to cover your immediate needs.

Or again—were you not more anxious to buy good No. 1 Apple seedlings at \$6.00 early in the season than later on at \$2.50? When apple seedlings got down to about one-third the cost of production did you want to buy any at all—did you think them a good investment—or—more to the point—*did you buy more* seedlings at \$2.50 than you would have if they had advanced from \$6 to \$7?

No, you didn't.

Now, it seems the good Lord has made us all very much alike and we are very apt to fall in line whether the procession is going up hill or down hill—just like a lot of fat sheep being led to the slaughter.

It reminds me of an old game we used to call "Follow the Leader," but do we ever stop to think *who our leader is?*

The "Leader," gentlemen, is probably the poorest nurseryman in the country—not even a member of our Association—he is usually a man whose trees aren't worth buying at any price—trees you wouldn't ship to customers as gifts.

Yet we permit him and his little job lots to establish our scale of prices. We try to make prices on our good trees "*just a little under*" his, then the fellow sitting on your right sees your list and in order to slip one over on you he chops his prices down once more "*just a little bit under*" your list.

Briefly, gentlemen, the men who produce 95 per cent. of the trees permit the little fence corner nurseryman who grows the 5 per cent. to make the price. This is a fact—you know it and we have only ourselves to blame.

Lack of confidence and ignorance are the real cause of cut throat prices. Are we going to permit this state of affairs to continue? Haven't we foresight enough and brains enough to see the asinine absurdity of going ahead in the same old blind fashion—every fellow for himself and the devil take the hindmost? I believe so!



I hear some one saying that I am overlooking the economic law of *supply* and *demand*—that's just what I'm *not* doing.

Gentlemen, if I told each of you confidentially that 50 of the largest apple growers had prepared careful statistics covering the supply and demand for the past five years and that these figures showed that west of the Rocky Mountains they had only one-third enough apple trees to fill last year's demand, that the Mississippi Valley showed twenty per cent. less apple trees than were actually sold any year in the last five, that throughout the East the supply was just barely large enough to cover last year's sales and that, on top of all this, one of the largest concerns in the country had recently raised retail apple prices ten to fifteen per cent. and the week following the raise had sold forty-eight per cent. more trees than the same week last year—if you had a block of apple trees would you take five cents for them after I had told you all these things and you knew I told you the truth?

If you received trade list from these fifty leading growers, quoting apple at not less than twelve cents would you still list yours at five cents?

No, you would not—especially if you knew that those fifty men had access to accurate information as to the available supply, the number sold each year for the last five years and the general trend of the market. You would raise your price, sell more trees, have more confidence yourself in the worth of your own stock and create confidence with the planter.

The basic principal involved is just this—lowering prices does *not* increase total consumption of our products in trade circles, and we all know low prices decrease rather than stimulate purchasing by the planter.

The American people in general feel that an article is worth what you ask for it. I wouldn't pay \$5 for a suit of clothes—I'd think it was either no good or second-hand.

Let me cite a concrete instance.

In one issue of a leading agricultural publication last winter there appeared about twenty nurserymen's advertisements—no less than fifteen of these advertised "*Trees at half price.*"

Do you think reading that paper would tend to create a desire to plant trees, increase consumption and uplift the business of the nurserymen in the eyes of the men who read it? Doesn't it more likely create the impression that nurserymen are a pack of fire sale eriers and job lot peddlers? Gentlemen, it is false salesmanship. Actual *worth*, not price, is the foundation on which to build a successful business, or advertising campaign.

The planter, as most of us know by actual experience, prefers trees at reasonable prices rather than trees that are too cheap—he is justly *afraid* of "Cheap Trees."

But what are we going to do about it?

If we nurserymen, or even forty or fifty leading growers would trust each other a little more and try to co-operate long enough to supply themselves with the bare cold facts in the case—with the figures as to past sales and present stock—if this were done, they would be able to make prices consistent with the market and approximate cost of production—prices based on actual existing conditions.

Wouldn't this be better than a scale "*Just a little below*" some poor fellow's who can't grow good trees, doesn't realize that there are such words as "Cost of Production" and is as ignorant of supply and demand as a "Heathen Chinee?" I believe so.

It's illegal to "*fix*" prices, did you say? Yes, not only illegal, but, in the nursery world, absolutely impossible.

We don't want or need any price fixing, it costs more to grow trees in one place than in another, and prices must vary more or less but we do want more co-operation, more actual knowledge—and less blind ignorance as to number of trees propagated and probable demand.

Other lines of business and at least two associations in our own line have already instituted systems of records that are doing much good. The members of those bodies are at stated intervals required to report to the secretary the totals of the various items they are growing.

Later on each member receives a copy of these combined reports. At a glance he can tell about what the total supply of any item is—he knows who has a surplus to sell, or he sees who can probably use his own surplus items.

Briefly, these statistics serve a manifold purpose—they show total available supply; bring buyer and seller together; and enable members to make prices consistent with the real state of the market. That this is coming I sincerely believe. When it does come to pass we will all have more trade, more money, more knowledge, more confidence, and more self respect.

#### CREDITS

*Read at the Detroit Convention, June 25th, 1915 by  
Thomas B. Meehan, Dresher, Pa.*

SOMETIME since a prominent member of the Association said to me, "Its a good poliey, when you get up to talk, to make some excuse for talking. It gives the impression that you are doing it only because the importance or seriousness of the situation demands that you speak your views and not because you want to do so."

Our friend Burr, who is Chairman of the Program Committee, wrote me in great distress a few weeks ago, that he had five minutes time unfilled on that program, that he had used every endeavor to get some one who knew something to occupy that five minutes, but without success, and as a last resource, he implored me to do so,—and that is my only excuse for taking up your time.

I am somewhat in the same position as a lady down in Delaware, who lived next door to a public school. One day she went to the principal and said "Mr. Possom, I know you have troubles of your own, and I am not disposed to add to them. I have kept quiet when the school children threw dead cats on my front porch, called me disrespectful names and tied a tin can to my dog's tail, but when one young cub told me to go to the devil, I came straight to you."

Brother Burr told me to talk on "credits." I have been trying to get at the bottom of that very subject for a good many years and am no nearer a solution now than I was ten years ago, so I feel that I am particularly qualified to talk to you about it.



The word "credit" has any number of meanings. The great Noah Webster defines it thus.—"Credit,—a trust given or received, expectation of future payment for property transferred, or fulfilment of promises given. Mercantile reputation entitling one to be trusted,—applied to individuals, corporations, committees or nations.—as to buy goods on credit."

I have often wondered why it is that the nursery business cannot be conducted on the same line as any other commercial business—I find, however, that if you attempt to do so, you are pretty sure to "get in wrong" with some of your customers.

For instance, if a new prospective customer writes to you for a line of credit, and you know nothing of his financial standing or responsibility you would naturally feel justified in getting a commercial report on him. That is what you would do if you were a wholesale dry goods merchant. But try it in the nursery business and if your prospective customer gets wind of it he is highly insulted, and in all probability buys his stock from some one who is willing to "take a chance on him."

On the other hand, if you were in the dry goods business and went to a wholesale merchant to purchase a line of dry goods, almost the first thing you would say would be "Mr. Brown, I carry my account at the Traders National Bank, Oshkosh, and can refer you to Mr. Penny, the Cashier. I also refer you to James Muslin & Co. and the Silkaline Co., with whom I have done business for several years."

You would know that to open a line of credit, you would have to give good banking and commercial references and that before a bill of goods would be shipped to you, the references you gave would be looked into. Now why should a nurseryman look on this matter in any different light than a dry goods merchant?

Here is an example. This spring we received a small order from a certain nurseryman, with whom we had had no previous dealings, but we knew he was alright and credit good. This order was acknowledged promptly and shipped five days after it had been received,—a Sunday intervening, so that there were but really four working days between the date the order was received and shipped. The day after the shipment had gone forward we received this letter,—

"Gentlemen:—The enclosed copy of my letter to the Blank Credit Co. of this city will explain itself. Why didn't you send me an itemized bill, as requested, instead of writing to this credit company, as though the matter involved hundreds of dollars? I trust there will be no further delay and that my order will receive prompt attention, or that you will inform me of its cancellation. If you don't want to do business with us, we can't compel you to."

Naturally this letter "riled" us a little, but we kept our temper and wrote him, pointing out his error and I must say he came back very nicely, explaining that since writing us he had found it was not we who had written to the credit company, acknowledging his mistake and extending full apology for his previous letter, and since then we have had some very pleasant and valuable correspondence with him.

But why should he have lost his temper at the idea that we had investigated his credit? Had we done so, it would

only have been following out the business lines of any commercial company.

Here is another example of credit seeking. A nurseryman sent us a list of stock for prices. We sent him quotations and in concluding our letter we said that "terms would be cash with order." He sent the order and the cash and with it a letter, in which he expressed surprise at our terms, stating that he had bought from us on credit some years previously. We knew he had, and we knew also that it was necessary for us to collect that bill through an attorney, and we were not now taking any chances on him.

There are very many nurserymen who seem to have no thought as to the consequences resulting from a disregard of a good financial credit. I am well aware that it frequently happens, particularly during the past two years, that a nurseryman may not be in a position to meet his bills promptly when they are due, but I fully believe that in such cases, were he to write an explanation to his creditors they each and all would be glad to give him an extension of time. It is the utter disregard of an obligation that irritates and results in a poor credit reputation.

Then there is the nurseryman who writes you on the 15th of July as follows:—

"Dear Sir—Your statement of July 1st, amounting to \$250 is received,—I cannot pay you now, as I had an opportunity, this spring, to buy 10 acres adjoining my present nursery grounds, and I am short now. I will try and pay your bill after I make collections on next fall's sales."

If it were not ground he had to buy, his greenhouse boilers burst, or he got married, or his wife had twins, or some similar catastrophe occurred to make an excuse to delay payment of his account. Now why should a man expect another nurseryman to bear the burdens of his business extensions or misfortunes?

But of all, I think the following is the limit:

There is a certain firm with whom we had dealings for several years, always unsatisfactory, because of the difficulty in making collections. Finally we had an inquiry from the firm for quotations, and in reply we wrote as follows:—

"We have your favor requesting prices on certain stock and the quotations are enclosed herewith.

We must say frankly that we must decline to send you any more stock. We have been giving you credit now for several years past but in every case, the bills were not paid when due and only after much delay and correspondence, were we able to secure notes from you in payment of the bills and some times it has occurred that you have not met the notes when due and the notes had to be renewed. We cannot do business on this basis, as it takes cash to run our business."

Here is his reply:—

"You may forward the stock quoted upon, for which I enclose check. I cannot see that you have really lost anything by our delays in payment, as when we gave you notes we always paid the interest and whenever they were renewed you did not have to put up the cash, simply endorse the notes for deposit."



Of course if we fail to pay eventually and the notes were non-collectible, then, and only then, would you have to put up the cash or lose anything but this has never happened.

If you ever did business in New York State you would find that a very large volume of business was done without actual cash.

However, I do not pretend to tell your firm how to run your business."

Now that is pretty rough on the credit of New York State and I am glad to say that my experience with the credit of New York State nurserymen has been, as a rule very satisfactory.

The regular "dead beat" plies his vocation in the nursery trade, as in all other businesses, and his methods of obtaining credit is sometimes quite ingenious, as the following circumstance will illustrate.

A certain man in Buffalo wrote asking if we would give him sixty days credit on a small bill of goods. He

and his wife was suing him for desertion. He had skipped, leaving her with several children and no money. Sometime after, he turned up in Chicago, and on the strength of his so called "intimacy" with "Tommy Meehan" he tried to buy a bill of goods from a nurseryman there, and when that would not work, offered a check for a little more than the amount of the bill and asked for the change in cash. Fortunately our Chicago friends were wiser than we and turned down the proposition and yet they call it the "wild and woolly west."

But why continue? No doubt every one of you has had more or less similar experiences, and we will continue to burn our fingers from time to time.

Nurserymen should keep one thought constantly in their mind. Protect your credit at any cost. A good credit is a nurseryman's best asset. Once his credit is impaired, he is on the toboggan.

Locke says:—"Credit is nothing but the expectation of money, within some limited time."



*Nurserymen and their families at their Annual*

was unknown to us, nor could we, in the short time allowed us, hunt up his credit. We wrote him that we would give him a limited credit. Then he sent in a list of stock for prices which were given him but the total amount not reckoned. Later he sent another list for prices, also ordering the first list we had quoted upon.

After the shipment had gone and the bill was made out, greatly to our surprise we found it amounted to as much as \$265. It was an instance where the whole transaction coming in the spring, when we were very much rushed the matter was acted upon hastily by us.

But the damage did not end here. The fellow took our estimate to one of our good nursery friends in Rochester, spoke of us very familiarly, showed him the letter where we had agreed to give him credit, and on the strength of that letter alone, our Rochester friend also shipped him a good sized bill of goods on credit.

Both of us are still waiting for our money, "sadder but wiser men."

Later we learned that the man had a record,—a party in New Jersey was trying to get him for raising a check,

My personal opinion is that he should have said "some unlimited time." I think it would more nearly fit the nursery business.

#### METHODS OF OPPOSING UNFAIR LEGISLATION

*Paper read at the Nurserymen's Convention, Detroit, Mich., June 25, 1915, by Curtis Y. Smith, Attorney, Boston, Mass.*

IN the comparatively short and recent period of four years, Congress and State Legislatures of the United States have enacted the almost incredible number of 65,000 laws. It hardly seems possible that human ingenuity could suggest so many different subjects for the attention and action of the law making branch of our national and state governments. It is a safe statement to make that no other country, comparatively speaking, enacts such a large amount of laws. An examination of the laws passed by the Parliament of Great Britain in the four years 1912 to 1915 (the last



year being, because of the great European war, peculiarly conducive to greater activity in new legislation) shows that 197 public general laws were enacted. This number is principally made up of those laws, the object of which is to provide the necessary state revenues, the regulation of official commissions, officials, army, navy, et cetera. A careful examination of these 197 British laws shows that only sixteen acts of Parliament of every name and nature regulate or restrict commercial transactions. On the other hand the casual examination of the 65,000 American laws above mentioned shows a large proportion of so called police laws, that is, laws which principally regulate commercial transactions. This comparison is quite instructive. Many conclusions can be drawn, but for the purpose of this address, we can well confine ourselves to a few obvious deductions.

There is no merit in the inference that American business men are not so upright in their business dealings as Englishmen, hence requiring greater legislative con-

reached the highest court of our country, for how else can we interpret the recent decisions of the Supreme Court of the United States, which has, after long years of silence or inaction, by judicial explanation and definition, prevented the aggressive and destructive interpretation and prosecution of the Anti-Trust Laws. We also note that our highest executive governmental officers are not attacking so relentlessly our business corporations and individuals.

It is impossible to suggest methods of opposing unfair legislation, the subject before us, without saying that the greatest of these methods is for the citizens of our splendid country seriously and intelligently to perform their duties and exercise their rights by voting for and electing as their legislators men of character and intelligence, and not those who see in political office an opportunity for political and financial profit, or the advantage of any certain coterie or class. Will it not be possible, for more business men, so able and honorable in the di-



Convention, Detroit, Michigan, June 23—25th, 1915.

control. The truth of the matter is that the American legislation is, for the most part, not ill considered, but rather without consideration, fickle, the results of whims and passing fancies, and the stock of trade of aspirants for political favors or official positions. One of the many proofs of this criticism is that in the year 1907, I find that the Supreme Courts of the States declared 98 statutes unconstitutional because they violated the constitutions or were unfair, unreasonable, or class legislation. And the saddest part of this is that these 98 statutes are a mere handful compared to the greater number of void statutes. The constitutionality of which was not made the subject of judicial inquiry.

Our legislators and executive officers of ability and understanding are becoming alarmed over the fatal effects of this mushroom legislation. Business men, almost always inattentive to legislation or political affairs not directly affecting their own business, are feeling the onus of this irresponsible and unreasonable legislative interference with legitimate business, and their protests are becoming forceful. This unrest and protest have even

reached the highest court of our country, for how else can we interpret the recent decisions of the Supreme Court of the United States, which has, after long years of silence or inaction, by judicial explanation and definition, prevented the aggressive and destructive interpretation and prosecution of the Anti-Trust Laws. We also note that our highest executive governmental officers are not attacking so relentlessly our business corporations and individuals.

Let us now consider those methods of defeating bad laws which may be easily and honorably used by their or other associations of business men.

As above shown by the statement that 65,000 laws were passed in this country in four years, the natural result is that the largest part of these laws was hurried through without proper consideration. This means that the business men who are so vitally affected either never knew that these laws were being considered, or that they failed or refused to demand a hearing of their objections to the law. As to the former reason, your association has given sufficient evidence. I note from the 1914 annual report of the chairman of your Legislative Committee these instructive words:

"In conclusion, your Committee begs to suggest that it is difficult to keep track of proposed legisla-



tion in all of the states. In the past, matters of legislation have come to our notice too late to do much good. We try to keep informed through the members, trade papers, and the press, but many things are likely to get by us."

From my experience I can take an illustration. In a legislature a law, highly objectionable and indeed practically destroying business, was enacted very quickly and quietly. In the legislature enacting this law were three members whose business was regulated. These gentlemen afterwards told me they never knew the bill was being considered. This law was passed and I daresay they voted for it without knowing what the bill was about. How much more true is it that the business men cannot ascertain the introduction of these bills. The obvious remedy is to have a responsible party find out and report the bills immediately. This can only be done by having a properly organized system of agents in each state capitol and at Washington. This reporting of bills must not be done casually, or as an act of courtesy, but because the agent is paid for this work. Moreover, this agent must be one who has access to the records of the legislatures. To choose such an agent requires some knowledge of legislative affairs and methods of doing business. All the agents being selected by the person in charge of this Bureau of Information brings about coherency and efficiency.

Having early knowledge of the hostile legislative bill is of the highest importance. It is, however, necessary to know how to attack and defeat the bill.

Knowledge how to do this requires long training in legislative methods, and, indeed, in most cases, intimate knowledge of the legislators proposing or urging the bill. It is also necessary to have a broad knowledge of constitutional and statute law. It is the usual experience in nearly all these police regulations that those who frame the bills are not strong on the proper phrasing of a law. It is rare to find a police law which has not been improperly drawn. To have an advisor, therefore, who can, without an exhaustive study of constitutional and statutory law, immediately detect the fatal errors of the bill is positively necessary.

Another important requirement for this legislative service, and one which cannot too emphatically be stated is that the person in charge of this legislative service must have an intimate knowledge of the business which he is trying to protect. This is the day of specialization. No attorney can bring the best results to his client without a full knowledge of his client's business. This is especially true in the service under discussion. It is perhaps a bold statement to make, but one borne out by facts, that in an association composed of business men, no one man knows all about the business of all the members. He may know all about one branch or two branches of the business in which he is interested, but rarely, if ever, about the fine points of all branches. And yet he, who represents the Association, must guard the interests of all branches.

Another virtue in having a trained expert both in law and in the subject matter of the business is that in such case the proponents of the legislation are working against heavy odds. Let us take an illustration very commonly seen in the Legislative service of an association of which

the writer has some knowledge. The proponent of legislation may be a scientific man, but not know the commercial necessities, the result being that the scientific theory is wholly impracticable from a commercial point of view. And it is sometimes true that the scientific man may hold his own on one theory of the bill, but ignorant of another, but equally important scientific fact or law.

Another interesting method of opposing an unfair legislative bill is to prevent such a bill being filed. The person who has such a highly organized legislative service is constantly in touch with local affairs and often picks up in the reports from his agents that there is on foot an effort to propose legislation, and the proponents of such legislation are disclosed. Then again when this association agent or counsellor has obtained the respect of those proposing these legislative regulations, it not infrequently happens that there is an opportunity offered, by a friendly discussion of the objections to the unwise features of the proposed legislation, materially to change the harsh conditions and terms. In this arrangement there is considerable expense and trouble saved for the bill comes before the legislature in proper form and not unfair to the merchant, and yet provides the proper and necessary regulation.

In line with the last suggestion it is advisable to suggest another remedy against unfair bills. Where regulation of a business or trade is a proper subject of legislative action, and, sooner or later, bound to become law, the business men affected by such legislation should have the ability and desire to provide a bill which is fair to all parties concerned. This is constructive work of the best type. A great advantage in pursuing this plan is that it enables the merchants to suggest a bill which can be uniform in all its essential principles for all the states. The modern means of transportation are so perfected that most all business is interstate. To have practically the same law operating in all states is a priceless boon to merchants. The members of your association must know what it means.

There are a few suggestions about the proper units of an organization for the performance of the work under discussion.

It is thoroughly advisable and wise that a central Legislative Committee composed of the ablest and best trained merchants in this legislative work and representing all branches of the trade, shall have control of the legislative policies with whom the Association Counsel, above mentioned can be in close touch. This committee should have entire charge of legislation, obedient always to the instructions of the Association members as expressed by the resolutions of the Conventions of meetings of the Association. The local, state chairmen and committee hereinafter mentioned should harmoniously cooperate with this Central Legislative Committee. There should be no policy pursued in a state antagonizing the policies of the Legislative Committee.

Legislators are very sensitive to and frankly object to the alleged interference of ex-state persons. It is a point of honor with them to assert that they will not be dictated to by outside parties. But they will reverently listen, if properly stated, to any kind of argument or facts made by their constituents. Recognizing this absurd condition, it is wise that in each state the Association should



have a state chairman who has the respect of his fellow merchants and of the community. To him the Legislative committee and Counsel can directly appeal for action, sending notices of legislative bills, briefs, arguments, confidential information, etc., etc.

One of the great virtues of this organization involving ultimately all the members of the Association, is that it makes every member a working member. As in any church, lodge, or association of human beings, give a member something to do, a responsibility, or duty to perform, and you gain his interest. Interest, which is active, co-operative, forceful and compelling is what is bound to kill this unwise legislation. It is said in one Association that if the members all fight together in a just cause against an unfair legislative bill, no matter what the odds are against them, they will win.

The last suggestion, perhaps unnecessary and obvious, is that this legislative service requires a reasonable amount of money for maintenance. The Committee and officers of any association should not be compelled to do a large work of charity for the common good of all, when it is only necessary that each member should contribute a trivial sum of money out of all proportion to the great good received.

In closing, please allow a short legal opinion of an attorney, and this address has been, I trust, singularly free from legal phrases.

The greatest danger to the members of your or any association from these unfair police regulations is not from the fines and possible imprisonments which may be rare, but from the rights of action in civil suits arising from the violations of these statutes. A merchant operating under these laws is in constant and daily danger of being sued by a dissatisfied or dishonest customer and large judgments, out of all proportion to the purchase price of the merchandise, may be secured against him. Therefore, it is for the interest of all the members of your association to think of these criminal statutes most seriously, and to adopt all honorable means to defeat unreasonable legislation affecting their business.

### THE VISIT TO THE FORD MOTOR PLANT

The invitation to visit the Ford automobile factory was taken advantage of by great numbers.

There is one word that typifies the Ford organization and that is efficiency.

The individual is completely lost sight of—swallowed by a machine. The moment the visiting nurserymen reached the factory, each was given a card to sign, relieving the company from liability for any accident that might occur during the visit, and incidentally supply the company with a good mailing list of names for advertising literature. Without fuss or feathers the visitors were tolled off in twenties under a competent guide to see how an automobile was made complete in 55 seconds, and move out of the shop under its own power. Talking was permitted in the factory, but perfectly useless on account of the noise.

A nurseryman from Missouri was heard to remark when he got out in the open, "I know now where the Ford car gets its rattle. Its born in 'em." It may be, also, added, so is efficiency. Night and day, Sunday and week-

day the machinery is running, the changing of shifts goes on without halt. No loafing on the job. Things seem to move as relentlessly as the tide.

There may be a selection in Ford models but there cannot be in individuals of the same model at least so that human intelligence can make selection. They are all alike.

After going through the factory, the visitors were shown the new Motor Tractor in action by means of moving pictures.

It is a reality. On the farm and nursery the horse is doomed, but don't rush to sell your horses. They won't be on the market for two years or so. The factory is just being built to produce them.

Plowing, hauling, cultivating, harrowing, reaping, binding, mud holes, soft roads, rough ground and hills where horses will work so will the Ford Tractor. Cheaper and better. This is not the statement of a dreamer but actual observation of practical nurserymen. I don't hold a brief for the automobile business but rather for the nurseryman working with nineteenth century tools trying to produce for twentieth century demands.

### CONVENTION NOTES

When Mac gets on his feet to make a protest a steam radiator is more effective than the chairman's gavel.

If the same efficiency was used on our large nurseries as in the production of Ford automobiles how large would the brush pile be.

The weather didn't call for it but Adolf Muller could not resist those Palm Beach suits. Next time he ought to bring his wife along.

The drive around the city and suburbs was a thoroughly enjoyable feature. No dust and weather just right. Detroit is justly entitled to its name "The Queen City."

They may not be able to grow many of the more southern plants in Detroit but their lawns were the envy of all who saw them.

According to the megaphone on the Rubber-neck special the proper pronunciation is Detro-it.

One nurseryman was heard to remark. It is "Me for a Twin Six Packard as soon as business picks up." Cheapest car on the market.

The tender on the bridge going to Grosse Isle explained very seriously that Ford cars had to pay exactly the same toll as automobiles. He further explained "One passed over earlier in the day with a chiffonier running it and there was no reduction."

As the bill for uniform state legislation has been drafted it is now up to the State organizations to urge its adoption in their own particular states.



# The National Nurseryman

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Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
Six Months .....	.75
Foreign Subscriptions, in advance.....	\$1.50
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

*Entered in the Post Office at Rochester, N. Y., as second-class matter.*

Rochester, N. Y., July, 1915.

**THE FORTIETH CONVENTION** The Fortieth Convention of the American Association of Nurserymen was an epoch making one in the history of the Association.

The adoption of the new by-laws as published on a separate page is sure to have far reaching effects.

It is extremely gratifying that such a radical change could be made in the Association with little or no friction and be endorsed by an overwhelming majority. What little opposition that did develop, if it may be called such, was rather a desire on the part of the more conservative members for more deliberation before taking final action.

After all when one comes to consider the personnel of the special committee of twelve:

J. R. Mayhew, Chairman	Theodore Smith
John Watson	R. C. Chase
J. W. Hill	F. H. Stannard
E. S. Welch	T. J. Ferguson
Robert George	W. C. Reed
Peter Youngers	Wilmer Hoopes

which so ably drafted the new constitution precipitate action was more apparent than real.

Those who have worked so faithfully for the welfare of the Association for the past forty years may well feel proud of their efforts and gratified to know they have brought the Association from its birth to the present stage, when new conditions demand a change.

The movement is characteristic of the times and the concentration of power in the hands of a few (The Executive Committee) with power to act and act quickly when occasion requires, is in line with all successful management.

It is a long step in the right direction and brings nearer what the National Nurseryman has persistently urged—co-operation.

It will bind the nursery interests closer together and opens up a field of action that was impossible under the old by-laws.

## NURSERY INTERESTS TO BE REPRESENTED ON AGRICULTURAL BOARD OF PENNSYLVANIA

It is indeed gratifying to know that the Governor of Pennsylvania chose so wisely in appointing Henry T. Moon on the new Agricultural Commission. The nursery business of the state has now been given a representation on this important commission. The Nurserymen's Committee working in conjunction with a similar committee of the American Association of Horticultural Inspectors in connection with the proposed uniform Horticultural Inspection Law, were striving to make it obligatory to have one nurseryman appointed on boards that affect nursery interests so vitally and it is to be sincerely hoped that it will have a great influence in the future in having a similar plan adopted in other states and eventually on the Federal Horticultural Board.

## THE NEW NURSERY AND ORCHARD LAW OF OKLAHOMA

Nurserymen doing business in the State of Oklahoma will hardly congratulate themselves on the new Nursery and Orchard Law and the Rules and Regulations relative to the same made by the Oklahoma State Board of Agriculture.

It is needless to say the nurserymen of the state had nothing to do with it. In the words of the Secretary of the Oklahoma Nurseryman's Association, "We thought we had an Inspection Law that was satisfactory but the board thought differently, so they handed us this."

The wealth of the country in so far as it has been increased by the production of fruits, to say nothing of the enhanced value due to the propagation and distribution of shade and ornamental trees and plants, is mainly due to the nurseryman and horticulturist. They have not appropriated the natural wealth of the country, stripped the forests, dried up the water courses, ravished the earth of its minerals and upset the balance of Nature until the pernicious forms of vegetable and insect life become a menace and drastic legislation necessary to keep them in check, but have labored patiently to increase and produce those things necessary to the welfare and happiness of mankind. Sons of Martha, they truly are and must be satisfied with their wages, but one would think men intelligent enough to make laws would realize that drastic legislation such as the Oklahoma Nursery and Orchard Law will only react against the welfare of the state.

If the nursery business is in the "rum" class, then by all means make it as difficult as possible to do business, but if it is a business that adds to the wealth of the nation then it should be encouraged, fostered and helped. The country needs more and better fruit, every home should be in the midst of a flower garden where space permits, every road a bower of trees, every piece of waste ground, a wood lot, every city should have its parks furnished and kept like the grounds of a millionaire.

If the legislators want a practical illustration of what a nursery will do for a locality, let them study the country



in the vicinity of old established nurseries. They will find it more beautiful than where there are none. Finer and better trees in the streets, more beautiful grounds surrounding the homes and a greater interest in things growing, more health among the plants and a greater variety due to good cultivation and general interest, and, what is more important, less disease and insect pests.

Disease and pests are not bred in nurseries so much as in neglected corners. If a law is necessary to prevent the spread of a pest on nursery stock, why not make one governing the birds, wind and other vehicles.

Legislation may be necessary to control the careless ignorant and unscrupulous nurseryman and dealer, but the present laws, rules and regulations savor too much of the theory that nurserymen are undesirable citizens and their business should be held very much in restraint.

### EXHIBITS

A very creditable display was made in a room convenient to the lobby of the Hotel Cadillac, which created much interest. The following were the exhibitors:

Carpenter-Udell Chemical Co., Grand Rapids, Mich.—*Spraying Materials*.

Benjamin Chase, Derry, N. H.—*Labels*.

Vienna Nursery Co., Vienna, Ill.—*Peach Seed*.

W. N. Scarff, New Carlisle, Ohio.—*Small fruits, showing fine growth*.

Rochester Lithographing Co., Rochester, N. Y.—*Colored Plates*.

"The National Nurseryman," Rochester, N. Y.

Dayton Fruit Tree Label Co., Dayton, Ohio.—*Wood labels*.

Adolf Muller, Norristown, Pa.—*Euonymus vegetus*.

McHutchinson & Co., 17 Murray St., N. Y.—*Raffia*.

The D. Hill Nursery Co., Inc., Dundee, Ill.—*Collection of seedlings and transplanted evergreens in 40 different varieties and species. Douglas Fir, Black Hill Spruce and Hemlock being prominent. Berberis Thunbergii, 2 year seedlings*.

L. J. Farmer, Pulaski, N. Y.—*Over 35 varieties of Strawberries, including some of his fall bearing varieties*.

Frost-Superior Co., Cleveland, Ohio.—*Wire fence, gates, and wire stakes*.

Perfection Mfg. Co., Detroit, Mich.—*Wood labels*.

Benton Review Shop, Fowler, Ind.—*Catalogues*.

Thomas Meehan & Sons, Dresher, Pa.—*Raffia, Handy & Handy, Jr. Calipers*.

The Greening Nursery Co., Monroe, Mich.—*One year Peach Trees*.

Stark Bros. Nurseries & Orchard Co., Louisiana, Mo.—*Improved tree digger*.

Harrison Nurseries, Berlin, Md.—*Norway Maples, large apple trees, peach, Blue Spruce, Berberis Thunbergii*.

Bay State Nurseries, North Abington, Mass.—*Berberis Thunbergii seedlings*.

Wm. P. Stark Nurseries, Neosho, Mo.—*Tree Digger*.

J. Horace McFarland Co., Harrisburg, Pa.—*Nursery Catalogues, Steriopic Views of American Nurseries*.

Vincennes Nurseries, Vincennes, Ind.—*Pear and Cherry trees*.

American Fruit Ladder Co., Kalamazoo, Mich.—*American Fruit Ladder*.

F. W. Watson & Co., Topeka, Kan.—*Graded fruit stocks*.

Skinner Irrigation Co., Troy, Ohio.—*Skinner System, Drills & nozzles, photographs, etc.*

A. B. Norse Co., St. Joseph, Mich.—*Catalogues*.

J. Van Lindley Nur. Co., Pomona, N. C.—*Peach seed*.

Matthews Manufacturing Co., Cleveland, Ohio.—*Garden Furniture*.

Bartlett Mfg. Co., Detroit, Mich.—*Pruners, etc.*

Greening Nursery Co., Monroe, Mich.—*Peach trees*.

J. Horace McFarland in his exhibit had a continuous picture show, showing all kinds of illustrations pertaining to the nursery business and the making of catalogues.

### YELLOW DOGS

For some time past the editor has had a whistling in his ears which he attributed to the reaction of quinine or other pernicious drugs ordered by the family physician. The recurrent symptoms became so frequent as to be quite annoying. At first it sounded like distant Canaries, but in the lobby of the Hotel Cadillac, attending the Nurserymen's Convention, especially in the vicinity of the bar, (The Editor is a total abstainer), the whistling became much more pronounced and more like the whistle to call one's dog before going for a tramp through the woods. In looking around to see if the sounds really had any existence outside of his own brain, he noticed an occasional hand as if raised in giving some unintelligible sign and knowing, although far from home, Black Hand Societies did not exist among nurserymen, and that he was surrounded by friends, who would quickly come to his rescue if trouble was meant, he could not escape from a very uncomfortable feeling that something was going to happen. A slap on the back with the remark "The pack is gathering. There is no escape. You are wanted at room 23" convinced him the whistling was no hallucination and that something was about to happen. The many grinning faces convinced him there was no escape and he was quickly ushered into a room where he could distinguish a number of distant friends through clouds of tobacco smoke. The Master of Ceremonies, whom he recognized as that inimitable "Bob" Chase, advised him, as he valued his future appearance, to remove his outer clothing, as far as decency would permit, and made several other uncomplimentary remarks touching on his appearance and occupation.

The next thing he was being addressed by a face so solemn and a voice so pathetic that with tears streaming from his eyes the editor begged to become a dog, just a yellow dog, a mongrel cur, so he could lick the hand of his Master.

What happened to him is dimly remembered through a haze of blue smoke. The whistling now had meaning. After calling the hotel valet, the editor retired to his room filled with repressed emotion very different from that awakened by John Watson, the leader of the pack.

Verkade Van Kleef, Waddinxveen, Holland, reports they have had a fine spring stock looking fine. In spite of the war, all orders received will have personal care. Mr. Verkade Van Kleef is serving in the capacity of a Sergeant in the army.



## Obituary.

### H. J. WEBER

Henry J. Weber head of one of the largest and most complete nurseries in the West, died suddenly at his home at Nursery, St. Louis County, at 4-15 p. m. Thursday afternoon, June 3, of heart disease.

He had just finished dinner and had been working around the yard, as was his custom, when he was stricken. A doctor was called and said that death was due to heart failure. He had been ailing for sometime, but managed to get around, and Thursday seemed as lively as usual while partaking of his meal.



*Henry J. Weber.*

Henry J. Weber was born on Gravois road, Nursery Postoffice, May 20, 1841, and was the son of Carl Christian Weber and Margaret Weber (nee Mueller). His father came to this country from Germany in 1835, and for two years worked as a cabinet maker in St. Louis. He then purchased 80 acres of land here and began farming. The land, which now will average \$500 per acre, was bought for \$8 an acre.

It was on this farm that Henry Weber was reared, and upon which he worked until he was 21 years old. During this time he received his preliminary education. After working at various nurseries, he returned to his father's place, which he managed for some years.

About 1867 he began in the nursery business upon his own account on ten acres of land which his father had given him. He then added to the size of his farm by purchasing several adjoining tracts until he owned 65 acres. He also owned 123 acres of the original Grant farm.

The business, of which Mr. Weber was the head up to the time of his death, was incorporated in 1893 under the title of H. J. Weber & Sons Nursery Company, and since has grown to be one of the most widely known nurseries in the country.

On January 31, 1867, Mr. Weber was married to Miss Christina Sutter of St. Louis, a daughter of Michael and Gertrude Sutter, both natives of Germany. Eight children were born to this union, six of whom, with the mother, survive.

Besides the four living sons, who are Frank A., William A., Walter T., and George A. Weber, and two daughters, Mrs. Amelia Keller and Mrs. Annie Aff of St. Louis, he is also survived by seven grandchildren, one brother, J. G. Weber of Clayton, and one sister, Mrs. Louis Stumpf.

The funeral services were conducted at St. Lukas Church in Sappington, of which he had been a member, by Rev. Samuel Kruse, Saturday at 3 p. m. The remains were interred at the St. Lukas Cemetery.

"The National Nurseryman" offers it sincere sympathy to H. J. Weber & Sons Nursery Company and family. The loss of their president and father must be a severe blow as it came so unexpectedly.

Mr. Weber left his affairs so arranged that the business will be conducted along the same lines as it has been during his leadership.

### DANIEL CRIPPEN.

Daniel Waite Crippen died Wednesday at his home, 71 Ferndale Crescent, Rochester, N. Y., aged 85 years.

Mr. Crippen was engaged in the nursery business for fifty-five years, thirty-five years with the Commercial Nurseries and twenty years with Briggs Brothers, seed merchants, and was active as a seed salesman until two years ago. He was born in Columbia county, April 10, 1830, the son of George C. and Percis Crippen. He married Amelia H. Bristoe, of Orangeville, in 1854.

Mr. Crippen lived in Monroe county, New York, since 1837, making his home in Brighton, Perinton, Webster, Irondequoit and Henrietta, with the exception of a few years in Orangeville, Wyoming county. He did much to extend the reputation of Rochester as the Flower City when covering his territory of Pennsylvania, Massachusetts and the west. He is credited with many of the landscape effects throughout the city.

### MRS. SUSAN SMITH

Mrs. Susan Smith, Geneva, New York, died April 25, at the ripe age of 98 years.

Mrs. Smith was the wife of the late Thomas Smith, one of the original proprietors of the Geneva Nursery, W & T. Smith Co., before it was incorporated under its present title.

Incorporation papers were filed June 19th for Siebrecht & Son, Rosehill Nurseries, New Rochelle, \$10,000; H. A. Siebrecht, Emma S. Siebrecht, Isabel S. Munro, New Rochelle.

D. G. Wiegand Bruss, proprietor of Van Der Weijden & Company's Wholesale Nurseries, Boskoop, Holland, has just finished his fourteenth annual trip to the states and reports a very good business.



## DEAL DIRECT—THE CATALOGUE WAY

*Address by W. J. Maloney, Dansville, N. Y., before the Detroit Convention, June 23-25th, 1915.*

I assure you it is rather embarrassing to come out here and tell you something about the catalogue game after going through a spring such as I feel most of us experienced the past season, for I am convinced a whole lot of business disappeared, and I wonder if it didn't go to the same place the Jew told Billy Sunday about. It appears Billy Sunday was conducting a meeting in Philadelphia. After putting over one of his powerful sermons, he called upon all those who wanted to go to Heaven, to arise and those who wanted to go to Hell, to remain seated. To his and others astonishment, one man, a Jew remained seated. Mr. Sunday asked him why he wanted to go to Hell. He said, "I just came from New York, and they tell me over there, business is going to Hell." For a time this spring I felt he was correctly informed.

That the mail order business is growing rapidly and becoming a factor in the mercantile world, is a statement which admits of no contradiction. It is a self evident fact. Sooner or later the agent must recognize the more economical method of distributing, provided by the reliable catalogue house.

In pioneer days the agent was undoubtedly a great convenience, but advancing civilization has provided better and cheaper ways of getting goods to us, which the agent must learn eventually to acknowledge as superior to his more expensive system.

Any improved method or system that eliminates loss or effects a saving to the people, whether individually or collectively, is a benefit to the community and country. As civilization advances, new and better methods are constantly replacing old ones. Manufacturers have been quick to adopt the improvements our inventors have provided, hence it remains for the public at large to follow the example of the manufacturers and avail itself of the modern and economical method of distribution.

Years ago before the establishment of mail order houses, and before the making of catalogues had approached as near perfection as it has today, people predicted failure for those who attempted to sell direct to the consumer. Nevertheless, it has been demonstrated that it can be successfully done and it may be truly said it is the improved method of selling goods. The first large catalogue house was established in 1872 in a loft over a livery stable in the city of Chicago and has been doing a very successful business since.

The farmer, the man living in distant villages, yes the professional man in the busy Metropolis can sit down by his fire side and make selections at his leisure. The beautifully illustrated, descriptive catalogues make it an extreme pleasure, for his family can assist in choosing the varieties most desirable for the garden and orchard, and have his goods delivered either by freight, express or the recently adopted system of Parcel Post. There is not a hamlet in the United States which is not reached by one of these systems. In fact the catalogue has revolutionized general merchandising.

However, if you are going to succeed in the catalogue business, remember this—you must treat the customer who lives in a remote part of the country and whom you

never saw, just the same as a customer living in the same community with you—deliver the quality advertised, and render the service promised. So many of our people make the serious mistake of neglecting the customer. You will make all kinds of concessions, special offers, premium offers and so forth to the prospect, and for the first order, undoubtedly send him best selected stock, afterwards anything will do. Give him at least the same quality and service as you did on the initiatory order. You must do this to retain his patronage, which you need if you are going to be successful, for no business could last if it has to depend on new customers each season, therefore, make no statements which you cannot put over, give quality and service, thereby building up your business to a high standard of efficiency.

In my estimation, it is unfortunate that too many beginners in the catalogue business, start after the volume on a small margin of profit, and think it can be accomplished in the nursery business, same as those engaged in handling other lines of merchandise. They fail to take into consideration that their responsibility ends when goods arrive and are accepted. Ours actually just starts and continues until the trees come into fruiting, then possibly be advised by your patron that some of the trees are not true to name, which will take the profit on that particular sale and several others to adjust his loss.

All of you who have been established any length of time, have these rather perplexing experiences to contend with. Furthermore, ours is a perishable line, for we encounter many vicissitudes, frost, hail, floods, poor union of buds, and so forth. All these should be taken into consideration and make your price to cover.

I want to say to you catalogue men, we fellows at Dansville adopted the volume idea, however, we found it must necessarily be eliminated. We believe the general public should be taken into consideration, but that does not call for the sale of trees at such exceedingly low prices, as prevailing throughout the United States this spring.

It is said many of our brother nurserymen engaged in the agency business, are prejudiced and antagonistic to the mail order houses. If so, is it simply because we sell direct by mail to the consumer and are doing a legitimate business, or because of cut rate prices? I think the latter. If the former I personally cannot conceive why this should be, as the field affords plenty of opportunity for all. Through the catalogue we reach the intelligent farmer and the dweller in small towns and hamlets, that the agent does not frequent.

However, as I stated before, he who thinks it possible to sell at greatly reduced prices and do business on a narrow margin of profit, simply because he has eliminated the middleman, predicts failure for himself, as there are many over head expenses which we must not lose sight of.

If you are going to secure your portion of patronage from the best planters, you must have an attractive catalogue which is expensive. Low price does not necessarily mean more orders, but on the contrary, fewer orders and a smaller profit at the end of the season. Low prices drive away trade—they are afraid your quality will also be low. The American people demand a good article, and are willing to pay reasonable prices.



Our newspapers and magazines at the present time are full of articles on the high cost of living. The Government has appointed a commission to investigate, (the cause of causes?) writers on economics are giving their views and conventions are deliberating on the question.

Do you catalogue men think Uncle Sam will find it necessary to appoint a committee to investigate our prices? Not much. While prices on everything else have been soaring, prices on nursery stock have been going down. Should he recommend an investigation, it will be, I believe to examine our mental condition.

There are many difficulties which we encounter in this business, for instance, the impossibility of knowing what our patrons or the public will feel like ordering, when we are preparing for the packing season.

In 1914 the demand for currants was light, this season everybody wanted currant bushes. The same may be said of blackberry plants. Some years there will be a great demand for apples, peaches, cherries or other fruits, which leads you to stock up heavily for the succeeding year, when the trade switches onto something else, consequently you have thousands of trees to burn.

Another serious drawback is, if you do not put in a big stock, you will be almost compelled to buy of irresponsible wholesale nurserymen whose labeling cannot be relied upon, and this lays you liable under the courts for mislabeling, though you personally are not at all responsible for it.

I maintain it is far better to talk quality as well as service, ask a good price and you will get it. We fellows at Dansville, have recently adopted this method for the future and I believe if more of us throughout the United States, do likewise, it will be better for the nursery business in general.

Several nurserymen have criticized some Dansville Wholesale people for selling at low prices. Has it ever occurred to you that you, practically speaking, are responsible for it? Our seedling agents come in there and sell stock to everybody who wants to buy, regardless of whether he is a nurseryman or shoe dealer, consequently, for ten or twelve years, doctors, lawyers, merchants, farmers or any one who could raise the price, and some who couldn't have been planting. Many of those people do not know any more about growing trees right, than you or I about an airship.

You come out there to buy trees, what do you do, dig out and hunt up some of those farmers who are no better posted on the market of trees, than we are on what caused the great European war.

If cherries are worth fifteen cents, you offer ten, and get them. If you can't secure all you want of him, you may come to a legitimate nurseryman. If he won't sell at the farmer's price, you hunt up a shoe dealer or some other cut rate fellow, buy your needs and go back to your friends and say, "I bought cherries for ten cents," and how you did it, thus by your actions you have encouraged many to engage in this business, who should never be there, until what they grow aggregates many thousands of trees, and you absolutely force the legitimate nurserymen to meet prices which are in many instances below cost of production, and then you wonder why low priced circulars are sent from Dansville. This also compels the retailer who grows his trees to meet the price of the

retailer who buys his needs from the fence corner nurseryman.

Dansville is a great factor in the nursery game, there is no place where God permits the sun to shine, that raises more or better trees than little Dansville. She goes a long ways towards establishing the market price on trees in the United States, then why in Heaven's name do you compel her nurserymen by your actions to quote prices that tend to annihilate the market?

Gentlemen; what right has a drygoods man, clothier or dentist to engage in our business? If they are desirous of helping some young fellow along, let the clothier rent a store next to his, and start him up, the dentist open an office next to his and start him up in business. No, they won't do it. But you people will go there and buy trees grown by such fellows who are not depending on this product for their livelihood. I want to say to you we welcome any one who desires to engage in the business, as his business.

I don't speak of this from a selfish motive, but because it is annihilating the business, these men are not making any money and it forces legitimate nurserymen to meet their prices and send out low priced circulars that you fellows detest. You are responsible for it, and no one else. Think it over gentlemen.

#### FRUIT GROWERS TO MEET.

*State Horticultural Society Holds Summer Meeting.*

Commencing at noon July 27th and 28th at Champaign, Illinois, the Illinois State Horticultural Society will hold its third Summer Meeting.

This is the third Summer Convention of the Illinois State Horticultural Society. The two conventions previously held have proven to be of such great practical value, and so well attended that this meeting at Champaign considering the excellent opportunities for demonstration work will undoubtedly be the largest attended and most interesting meeting the society has ever held. Everyone interested in horticultural matters, whether a member of the Illinois State Horticultural Society or not, will be welcome.

Further information desired may be obtained from the secretary, A. M. Augustine, Normal, Ill.

#### VICTOR DETRICHE & COMPANY

The growing of fruit stock and ornamental shrubs is one of the main industries of Angers, France. Many nurserymen in other sections grow much of their stock in the rich valley of the river Loire, near which Angers is located, this valley being particularly suited to the production of fruit tree seedlings.

Among the older firms, who are still active in the nursery business is that of Victor Detriche & Company, who are represented in the United States by A. Hans, 17 State street, New York. They grow fruit tree stocks, Manetti rose and a full line of ornamentals.

The unsettled conditions, caused by the outbreak of the war, have now adjusted themselves, and Victor Detriche & Company are as well equipped as ever to serve their customers in the United States.



## BOOK REVIEW

Volume III of the Standard Cyclopedia of Horticulture by L. H. Bailey is being issued.

It contains pages 1201 to 1760 letters F to K. The work is in six volumes, published by the MacMillan Company, 66 Fifth avenue, New York. Price \$6.00 per volume.

The more one uses this work the more you are impressed with the magnitude of its scope. If there is a phase of horticulture that has been overlooked in its compilation the writer has not discovered it yet, in fact every reference to it reveals an unexpected store house of information.

The work is a monument to Professor Bailey, and an absolute necessity for every horticulturist who is interested in his profession.

### HORTICULTURAL AND POMOLOGICAL CONVENTIONS IN SAN FRANCISCO WHICH YOU OUGHT TO ATTEND

AUGUST 12-14, 1915

Thirteenth Annual Convention: The Pacific Coast Association of Nurserymen, Auditorium, San Francisco. President, John Vallance, 81 Glen Avenue, Oakland; secretary-treasurer, C. A. Tonneson, Tacoma, Washington.

AUGUST 12-14, 1915

Fifth Annual Meeting: The California Association of Nurserymen. President, Fred H. Howard, Ninth and Olive streets, Los Angeles; secretary-treasurer, Henry W. Kruckeberg, 237 Franklin street, Los Angeles.

MONDAY, AUGUST 16, 1915

Nurserymen's Day at the Panama-Pacific International Exposition.

AUGUST 17-19, 1915

Annual Meeting: The American Rose Society, Auditorium, San Francisco. Secretary, Benjamin Hammond, Beacon, New York.

AUGUST 17-20, 1915

Thirty-first Annual Meeting: Society American Florists and Ornamental Horticulturists, Auditorium, San Francisco. President, Patrick Welch, Boston; vice-president, Daniel MacRorie, 430 and 432 Phelan building, San Francisco; secretary, John Young, 53 W. Twenty-Eighth street, New York City; treasurer, W. F. Kasting, Buffalo, New York.

Same dates as the above: The National Association of Gardeners, Auditorium, San Francisco. President, John W. Everitt, Glen Cove, New York; secretary, M. C. Ebel, Madison, New Jersey. The Florists' Telegraph Delivery, Auditorium, San Francisco. President, Irwin Bertermann, Indianapolis, Indiana; secretary, Albert Pochelon, Detroit, Michigan. The Florists' Hall Association of America, Auditorium, San Francisco. Secretary, John D. Esler, Saddle River, New Jersey.

AUGUST 18-20, 1915

Annual Meeting: The American Association of Park Superintendents, Auditorium, San Francisco. Secretary-treasurer, Roland W. Cotterill, Seattle, Washington.

AUGUST 23-25, 1915

Thirty-fourth Biennial Session: The American Pomological Society, Berkeley, California. President, L. A. Goodman, Kansas City, Missouri; California vice-president, Henry W. Kruckeberg, 237 Franklin street, Los Angeles; executive committee, George C. Roeding, Fresno; secretary, E. R. Lake, 2033 Park Road, N. W., Washington, D. C.

### AMENDED LAW FOR NEW YORK STATE

The last Legislature made a slight amendment to the act passed a year ago relating to the sale of nursery stock in New York State and the provisions of a limited liability contract. The original section is shown below, and the words in brackets are left out in the revision of the law as amended last winter.

"In any action to recover damages suffered by the purchaser by reason of any fruit tree or trees not being of the name or variety under which they were tagged and sold, the seller shall have the burden of proof in establishing that any contract (not in writing) or any provision of any such contract exempting the seller from liability or limiting his liability was (fully understood and) agreed to by the purchaser. In every case of a sale of fruit-bearing trees in lots of twenty-five or more, (when by written contract,) the seller must at once furnish the purchaser a copy of such contract upon the face of which shall be plainly printed the following: 'In any action to recover damages suffered by the purchaser by reason of any fruit tree or trees not being of the name or variety under which they were tagged and sold, the seller shall have the burden of proof in establishing that any contract (not in writing) or any provision of any such contract exempting the seller from liability or limiting his liability was (fully understood and) agreed to by the purchaser.'"

The effect of this change is not very important. The original law applied to verbal contracts only so far as the obligation placed on the seller to show in case of any dispute that the limited liability contract was fully understood and agreed to by the purchaser. This did not meet the approval of the fruit growers' committee, which insisted that the law should be amended so as to apply to contracts printed or in writing, and the effect of the words omitted by the amendment is that the provisions apply to written contracts, but it is not incumbent on the nurserymen to show that a contract was "fully understood by the purchaser," but simply to show that the contract was "agreed to by the purchaser," and our attorneys advise that the production of a printed contract signed by the purchaser is sufficient evidence that he agreed to the contract when he signed it and agreed to any provision of the contract whereby the liability of the nurseryman was limited.

It is thought that this change will satisfy the fruit



growers, for it was suggested and agreed to by the Legislative Committee of the New York State Fruit Growers' Association.

Yours truly,  
WM. PITKIN, *Chairman, Committee on Legislation,*  
*New York State Nurserymen's Association.*

## REPORT OF TWELFTH ANNUAL EXHIBITION OF THE AMERICAN PEONY SOCIETY

*By John H. Humphreys*

The Twelfth Annual Exhibition of the American Peony Society was held in Boston, June 12th and 13th in connection with the Peony Exhibit of the Massachusetts Horticultural Society and while there have been exhibitions in the past with a greater display of bloom, this past exhibit is felt to be the most satisfactory in the history of the Society. As exhibits covered a wide range of varieties and in almost every exhibit the bloom or blooms had been exceptionally well grown.

The Society's silver medal for the largest collection for not less than a hundred varieties, one flower each, was awarded to T. C. Thurlow & Sons, who staged a wonderful exhibition of one hundred and thirty-seven (137) varieties of well selected and distinct sorts. This firm was also large winners in the other classes.

The Society's silver medal was also awarded to Professor A. P. Saunders, of Clinton, New York, in the amateur class, for the largest and best collection of varieties, named, one (1) flower of each. Professor Saunders exhibited over one hundred (100) varieties, which is going some for an amateur. Professor Saunders also received the Society's silver medal for the best new Seedling Peony of American origin, not offered to the trade previous to the year of 1913; the selection being his Seedling No. 362, a large flower of the semi-rose type and a very distinct and pleasing shade of hydrangea pink.

The Judges also highly commended Professor Saunders for his varieties white Wings and an excellent named single Wild Rose.

Messrs Thurlow & Sons were highly commended for the Seedlings, Cherry Hill.

One of the most meritorious exhibits was that of A. H. Fawkes, who secured the first prize for the best collection of twenty-five (25) named varieties, double, one (1) flower each. This is always a select class and the exhibition as staged by Mr. Fawkes was one of the best ever exhibited at a Society's Show.

Another deserving exhibit was that of Mrs. J. F. Flood, of Woburn, Massachusetts, who took the first prize with Festiva Maxima for the best fifty (50) blooms of one variety. This is all the more noticeable when you consider that this was a class in open competition, where the amateur came in direct competition with the best of the growers.

In all shows there is usually someone thing distinctly noticeable and in this case it was the high quality of the blooms exhibited, for almost without exception they were decidedly above the average and it was the opinion of those who have followed Peony shows for the last twelve years that this was the best quality of bloom exhibited in that time.

Very truly yours,

J. H. HUMPHREYS.

## NEW AGRICULTURAL COMMISSION FOR PENNSYLVANIA

*Henry T. Moon, Glenwood Nurseries, Morrisville, Pa.,  
Appointed by the Governor as one of the Commissioners to Serve on the Board.*

At the last session of the Legislature a bill was passed consolidating all the different departments of the government of the Commonwealth that have to do with agricultural interests.

These include: The Department of Agriculture, whose functions have been administered by the Secretary of Agriculture; the Department of Farmers' Institutes, whose functions have been administered by the Assistant Director of Agriculture; the Department of Dairy and Food, whose functions have been administered by the Food Commissioner; the Department of Live Stock, whose functions have been administered by the Live Stock Sanitary Board; the Department of Economic Zoology, whose functions have been administered by the State Economic Zoologist, and certain other functions that have been by law delegated to the Assistant State Veterinarian.

Under the act all the functions heretofore performed by these several agencies have been consolidated into one central bureau, whose functions are to be administered by a board of seven, five of whom shall be farmers, and under them, as a counseling body, there is to be appointed a Commissioner of Agriculture.

Under this Commissioner these several bodies, heretofore enumerated, are to be organized under the direction of the Governor as bureaus, in order that the whole agricultural problem of the Commonwealth may be administered as a unit and that its administrative functions may be properly carried out in the interests of the farmers of Pennsylvania.

I have devoted such time and thought to the creation of a board or Commission of Agriculture that would be in every respect capable and effective. I have also had in mind the diversified agricultural interests of the Commonwealth, and the several geographical districts of the Commonwealth, and have resolved to appoint to this board the best type of citizens qualified under the law for service that I could find, and I take pleasure in announcing the appointees."

Frank S. Black, Garrett, Somerset Co.

Marvin E. Bushong, Quarryville, Lancaster Co.

Alba J. Gilfillan, Smethport, McKean Co.

Henry T. Moon, Morrisville, Bucks Co.

Maurice T. Phillips, Pomeroy, Chester Co.

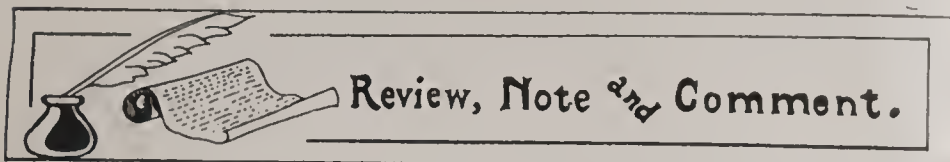
L. B. Sexton, Rome, Bradford Co.

H. V. White, Bloomsburg, Columbia Co.

Under the new law the Commissioners are to serve eight years. They will receive no compensation, but expenses will be paid. At least five of them must be farmers.

The Secretary of Agriculture is to be appointed as heretofore by the Governor for a four-year term. With the approval of the Governor and the commission the Secretary is to appoint a deputy, a food commissioner, Zoologist, veterinarian, deputy veterinarian and other officers as necessary, and shall carry out all duties as in the past.





## EXTRACT FROM THE NURSERY AND ORCHARD LAW

In Oklahoma a new Nursery and Orchard Law went into effect May, 1915. Section 17 reads: Nurserymen, dealers or other persons residing or doing business outside of the State, desiring to solicit orders for nursery stock in the state, upon filing a certified copy of their original state certificate with the Board of this state, and upon furnishing a bond of one thousand dollars with security to be approved by the Board, shall obtain a certificate permitting such persons to solicit orders for nursery stock in this state."

Regulation 11—Application accompanied by a certified check of five (\$5.00) dollars and bond for \$1,000, issued by an approved surety company, must be made to the President of the State Board of Agriculture in addition to other requirements.

Certificate and Issuance of the same for nurserymen, dealers or other persons residing outside of Oklahoma who desire to do business in the state.

Regulation 12—Outside nurserymen desiring to dispose of nursery stock in Oklahoma must file a copy of valid certificate of nursery inspection with the Oklahoma State Board of Agriculture, with the additional requirements as set forth in Section 17. Outside nurserymen, complying with section 17, can obtain a permit from the Board giving them permission to dispose of nursery stock in Oklahoma under their own certificate.

W. B. Van Eyk, representing the Wholesale Nurseries of G. W. Van Gelderen at Boskoop (Holland) has left us again on the S. S. Nieuw-Amsterdam, the 15th of June, just as much satisfied with his business as usual, he says, the nurserymen seemed to have had a good business this spring, notwithstanding the unusual weather and the world-over war impression, and hoping that both the United States and Holland will keep out of this terrible conflict, he hopes to see his friends again next spring.

Corporation papers were filed in the State of New York by the C. H. Weeks Nursery Company, Manhattan, capital \$15,000.



*J. R. Mayhew, Warahackie, Texas  
Whose address "A Better National Association" paved the way for the subsequent resolutions resulting in the New Constitution and By-laws.*

## CLEVELAND FLOWER SHOW

An invitation was extended to the convention of the American Association of Nurserymen at the convention in Detroit by Mr. E. B. George, of the Storrs-Harrison Company, of Painesville, to attend the big Cleveland Flower Show to be held in November, 1915. This letter of invitation was not read because of the rush of business and Secretary Hall intends to include it in the proceedings published in September.

Mr. George is a member of the Cleveland Florists' Club who are associated with the Ohio Horticultural Society and the Cleveland Garden Club in conducting this big horticultural event which they announce will be the largest to be held in the United States this fall.

Judging by the activity of the Publicity Committee in charge of this Show, it ought to be a great success. I understand that they have sent out 20,000 small announcement cards throughout the east and central west, urging growers to participate by exhibiting and also to come to Cleveland to see the Show.

There is no doubt but that many of the members of the A. A. N. will be ready to take a trip at that time and that they will be found at this big Cleveland Flower Show.

**"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR APRIL 1915, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.**

ARTICLES	APRIL—				TEN MONTHS ENDING APRIL—					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>Plants, trees, shrubs and vines :</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut....	2,357	16,847	4,765	24,315	288,587	1,822,424	215,947	2,088,608	255,322	2,372,372
		2,414		4,339		3,407		11,786		15,575
<b>All other</b> .....{ free.....		191,224		150,324		1,254,682		1,346,352		1,280,578
.....{ dut.....										
<b>Total</b> .....		210,485		178,978		3,080,513		3,446,746		3,668,525



## Nurserymen at Convention Endorse President Wilson

*Hotel Cadillac, Detroit, Mich.*

June 23rd, 1915.

Mr. J. P. Tumulty,

Secretary to the President,

The White House,

Washington, D. C.

The American Association of Nurserymen assembled in fortieth annual convention with delegates present from all the states, unanimously endorse the wise and patriotic course of President Wilson in safeguarding the rights and interests of our country, and we pledge our undivided support.

HENRY B. CHASE, *President,*

JOHN HALL, *Secretary,*

*American Association of Nurserymen.*

*The White House, Washington.*

June 24, 1915.

My dear Sir:—

Allow me to acknowledge the receipt of your and Mr. Hall's telegram of June 23rd, and to say that I shall have pleasure in forwarding it to the President, who will, I know, deeply appreciate the generous assurances you give him in the name of the American Association of Nurserymen. Thanking you and all those concerned, I am,

(Signed)

J. P. TUMULTY,

*Secretary to the President.*

Mr. Henry B. Chase,

Detroit, Michigan.

## THE NURSERY BUSINESS AS A BUSINESS PROPOSITION.

*A Paper read at the meeting of the American Association of Nurserymen, at Detroit, Mich., June 24th, by Mr. W.*

*H. Wyman, Proprietor of the Bay State Nurseries, North Abington, Mass.*

NO one who is in the Nursery Business, or who has a fair knowledge of the history of the business, can doubt that it is a proposition, to-day.

For comparatively few, out of the many who call themselves Nurseryman, have attained a reasonable degree of success; while many more have a name to live, but in reality are leading a precarious existence, while still others have entirely fallen out and cast their wreckage upon the shoulders of too many with whom they have had to do. In this business, a few only, succeed while the great majority come far short of success; if they do not utterly fail. It may be said that the same is true of every business.

With that proposition we are not to concern ourselves now. We are nurserymen, and if I rightly comprehend the import of this organization, we are here for improvement. We have come together from all over this great country, stretching from ocean to ocean, to clasp hands in friendly intercourse; to exchange ideas, as well as wares, and to be inspired, if possible, to greater and nobler attainments in our avocation.

One ambition animates every one of us. We all want to succeed and this is true of every man, strange as the proposition may seem. Some may be led to doubt that assertion; but I aver that it is true. All men court success; but from your view-point they could not, if they studied diligently, do that which would more surely bring defeat, than by continuing on in the course they are

pursuing. By way of illustration; suppose a young man starts in business without capital, he will be given a chance. Everybody will help a fellow to make a start. Brotherly kindness is not dead. If he deals on the square and lives up to his obligations; providing he has a fair amount of business sagacity too he can succeed. But if on the other hand, he tries a short cut to success, forfeiting his word, and disregarding his obligations, his doom is sealed. The picture is not overdrawn. A few succeed in the nursery business, while many fail. Why is it? Is it because of its peculiarities? Is it hedged about by obstacles so many and so great as to make success almost unattainable?

The fact that some succeed proves that the difficulties, however great, are not unsurmountable. What would the business world think of a shoe manufacturer who should take an order for a thousand cases of shoes, and who did not know just what it would cost to manufacture those shoes? Such a manufacturer would be ruled out of business. It is of no use to manufacture shoes, or trees, unless it can be done at a profit. And to do it at a sure profit, the cost of production must be ascertained with a reasonable degree of certainty.

In the case of most manufactured articles, that is a comparatively easy task; but not so in the nursery business. The superficial method of figuring costs is the one most generally employed whenever such an attempt is made. That is, an acre of land will yield a given num-



ber of plants, it costs so much to set them out, so much to cultivate the land per year, so much to bud or graft them, and so much to dig and put them on the market. But that is not enough. The rental of the land, or the depletion of the soil, in case one owns his land; the losses incurred by climatic conditions, such as excessive rain or no rain, frosts, hail and snow, and many more such natural contingencies must not be left out of account. Then again the depreciation of tools, machinery and buildings must not be overlooked; interest on the investment and a list of overhead charges all enter into cost of production.

Neither is this all. Thirty years ago this catalogue of expenses would have been about all that would have had to be considered; not so now. Insect pests, save the old tent caterpillar, were unknown. Even a quarter of a century ago who had heard, or much less seen the San Jose scale, the Brown-tail, Gipsy, the Leopard Moth, or the White Pine Blister Rust? I had not; but now all of us are familiar with some if not all of them; and we know too that these things add to the cost of production but they must not be regarded as unmitigated evils, any more than weeds should be. Weeds compel cultivation and hence growth; pests compel cleaning up of the nursery and its surroundings; they conduce to cleanliness. I venture the assertion that never in the history of the nursery business in this country, were there so many tidy, well kept nurseries, as there are to-day; and in a large measure, the pests are responsible for this state of things. While all this, and even more is true, the fact remains, that these pests, so-called, have added very materially to the cost of production.

All of these things must be taken into account in determining costs, and when all have been taken into account, we can arrive at the cost of production only relatively at best.

But that relative cost makes a basis at which to begin. In our schooldays, we wrestled with algebraic propositions, with known and unknown quantities in the equation which were represented by such characters as X, Y and Z. Now we wrestle with problems, known as costs, and costs that are unknown. In the one case we could determine the value of the unknown by the known values, but not so with such unknown quantities as storms, draught, wind and hail. These unknown quantities must be determined not by algebraic process, but by liberal additions. A safe way is that of the Druggist, who adds to the cost price *his* two per cent. If we figure that a given plant cost (using the known values) \$20.00 per 1000 to produce it, I have regarded it a safe proposition to multiply that by two. In some instances that would seem excessive; in others it would fall below the actual cost. On the whole I believe it is a safe rule to follow in determining costs. But we must not stop here, when we have considered this side of the equation, for it is at this point, that, with many, the tug of war begins.

Nurserymen are beset by dangers from without and foes from within their own camp. It is for the elimination of some of these deterrent factors that I beg every one of you to give due consideration. The plunger is a party to be avoided. The man who sells 10,000 *Viburnum plicatum* at a profit, year after year, starts in to increase that product by propagating 100,000. That is the man I

would style a plunger, and the man who should be dissuaded from such folly. I simply use *Viburnum plicatum* as an illustration. The market calls for about such a number of plants of a given species. The number increases from year to year as the volume of nursery business increases; and every growing concern has a right to increase its plantings; but it has no moral right to propagate any article so much in excess of the legitimate demand, that it is compelled, in order to unload, to do so at any price, regardless of cost. I say we have no moral right to such a course. There may be no written law forbidding me to sell an article for any price I please; but there is a moral law that forbids my doing so. No man has a right deliberately to destroy the opportunities of livelihood and of gain for any other man. Such a course works hardship to the many, and ruin to a possible few. The course of the plunger leads from bad to worse. It is loading the dice in the game of business. It is to invite financial disaster upon the perpetrator and disaster upon others.

The logical result of plunging in production is price-cutting at the selling end. The Grocer who begins his career by cutting prices below a reasonable percentage of profit, works no good to a community. He is the man who should be shunned. He disturbs values and throws legitimate business out of the normal. He may run along for a while and make a big bluster in his community, but the day is sure to come when he, in a night, like the Arab of the desert, will fold his tent and get away, or, what may be worse, have his tent folded for him, by orders of the courts.

The result is, legitimate business has suffered; the public has become bewitched by the bargain counter idea in trade, and no one has been benefitted. The legitimate child of plunging in production is price-cutting, that works no good to any and much harm to all. It may be urged that price cutting is sometimes indulged in by those who do little, if any, producing. That is true. Hawkers and dry goods houses cut under the nurseryman in selling a few articles such as Roses, California Privet and the like; but they are in a class by themselves, and for this very nuisance the nurserymen are themselves responsible. What nurseryman will lower the dignity of his business by considering for one moment, the prices at which these people, who have no investment in the business, but who sell stock they have been able to procure from some plunger or inconsiderate nurseryman?

Plunging in production and its attendant evil, are evils which we should set ourselves to correct. I fancy I hear some one saying, "what shall be done when everybody has gone wild in production; when such a condition prevails again, as that which pertained the past season, as in the case of apple trees?" Probably no one will learn anything from his folly in the past, and the majority will cut and slash prices again, should occasion arise; and advertise far and wide, "Apples for five cents to the trade, and ten cents to the public, and if not ten cents, then anything."

This is what has happened within six months, and it is what will probably happen until we nurserymen become sane and sensible business men. Under such circumstances, what shall we do? We should be men and have some "esprit de corps" for our craft. We should



set our price where it will give us a reasonable profit, and we should stick to that price when once it has been established. In that event we may not sell all of our stock, quite true; but we shall get as much money for what we sell at a reasonable price, as we shall for all of it, sold at any ridiculously low price; and we shall not have ruined our prospects for another year.

What do, then, with the surplus? By all means burn it. The bonfire is one of the best paying propositions in such a case. When prices are so reduced it follows that quality suffers. When selling so cheaply everything must go. When there is an over-abundance, the highest standards of quality should be maintained. There is no time when an article cannot be marketed at a profit, if only men will hold themselves to the proposition, that they will not sell, unless it can be done at a fair percentage of gain.

This does not follow that we have got to come together in convention and attempt to set a price on our wares; nothing of the kind. To attempt that would be to invite disaster. But we can, every one of us, say that if we cannot sell our stock at a profit, we will not sell at all. The result will be; that if we hold to that proposition, we shall all sell enough of our stock so that we shall all make some money, even if we are obliged to burn a part of it. If we cannot make money we are inviting disaster, and the quicker we hoist the white flag and go out of business, the better for what possessions we may have, and for the business in which we are engaged.

In the event of each man's fixing his price based upon the cost, plus a reasonable profit, there would be no uniformity of prices, and that is what we do not want. That would work injustice, for there is not and never can be a uniformity in quality of stock and of service. In the nature of things these cannot be standardized, for the personal element enters into them.

When I purchase stock of a given size of one party, I am willing to pay more than I would for the same size stock from some other party. In the one case, I know that the name of the concern carries with it a degree of quality, that I can depend upon. And this leads me to the crux of the whole matter. Our rivalry should not be in cutting prices to gain business; but in perfecting the quality of our stock and quality of our service.

Nurserymen should not forget that there is a prohibition against the importation of nursery stock in the mails from foreign countries. Postmasters are required to return immediately to the point of entry all packages of such material from abroad.

The term "nursery stock" as applied to the prohibition in question, includes all growing or living plants, seeds and other plant products for propagation, except field, vegetable and flower seeds. It includes also bulbs, roots and tubers and with the exception noted, the seeds of all trees, shrubs or other plants. The only plant or plant products excepted from the prohibition are those ordered by, or intended for, and addressed to the "Office of Foreign Seed and Plant Introduction, United States Department of Agriculture, Washington, D. C."



From the U.S.D. & A.

### ROOT-KNOT A DESTRUCTIVE DISEASE

Nearly 500 kinds of plants are already known to be susceptible to root-knot, and it is probable that future observations will greatly increase this number, known under the names of root-knot, root-gall, big-root, etc., this disease does immense damage out-of-doors in all except the most northern States, and everywhere causes damage in greenhouses. It is due to a minute parasite of the nematode family sometimes known as an eelworm, which causes the roots of susceptible plants to become so enlarged that the transfer of water to the stem and leaves is seriously interfered with. On the other hand the entrance of harmful fungi or bacteria is made easier. In the case of cotton, for example, the root-knot parasite may be present in such small numbers as not to cause much harm itself but may nevertheless prepare the way for wilt or black-root, a fungous disease.

The seriousness of root-knot is pointed out in a new publication of the United States Department of Agriculture—Farmers' Bulletin 648, "The Control of Root-Knot"—which discusses the most feasible methods of eradicating the disease. Under ordinary circumstances, says the bulletin, the most satisfactory method is to raise in the infested fields for a period of two or three years crops that are immune to the parasite, carefully killing at the same time all weeds and susceptible plants. Of the highly resistant crops the most important are:

Barley,	Crab-grass,	Rye,
Beggarweed,	Iron cowpea,	Sorghum,
Brabham cowpea,	Peanut,	Timothy,
Broom-corn Millet,	Pearl millet,	Velvet bean,
Corn,	Redtop,	Wheat,
		Winter oats.

In general it will be found desirable to include several of these crops in rotation in which a summer legume alternates with a winter grain. In the South, where the nematodes are perhaps the most harmful, the two most successful winter crops are winter rye and winter oats. The following rotation is therefore suggested as a practical one in the majority of instances.

In the fall, sow winter rye so early that it can make a good growth before it is necessary to plow the land for the next crop. In the spring, turn under the rye as green manure and plant corn. Later, place cowpeas of the Iron or Brabham varieties, which are resistant to root-knot, in the drill between the rows. The second fall, sow winter grain—preferably oats—and either allow it to



ripen, or cut it for hay while green. The grain should be followed with Iron or Brabham cowpeas harvested as hay. If a third-year rotation is desired—and it is much safer to use it—winter grain should be sowed, allowed to ripen, and followed with resistant cowpeas for hay. Barley or wheat may be substituted for the oats and rye, and after the first year, velvet beans and beggarweeds broadcasted instead of cowpeas.

With such a rotation carefully carried out, it is possible to control the nematodes. There are, however, so many ways in which these can be reintroduced that in sections where they are known to be prevalent it is de-

sirable to repeat the rotation every four or five years. If this is done, it is well to plant the most susceptible crops immediately after the field has been cleared and to follow these with less susceptible ones until it is time to apply the extermination rotation again.

The presence of root-knot is not always readily apparent. Badly infested plants are dwarfed, wilt readily in hot, dry weather, and are usually a paler green than healthy ones. With less severe attacks, however, these symptoms are not always noticeable, and the reduced yield is not infrequently believed by farmers to be a normal one. Where there is any reason to suspect the existence of root-knot, however, the roots should be examined, and in the case of some tuberous plants like the potato the tubers should be opened and the inside examined to detect the layer of discolored tissue usually found just beneath the skin of diseased plants.

Tubers, nursery stock, and bulbs are common agents for transporting the nematodes from one place to another. In addition, however, this is frequently done by running water, and by soil which elings to farm implements, the feet of men, and the hoofs of animals. In heavily infested districts, therefore, the farmer must be on the lookout to close all these avenues of infection. Seed potatoes should always be selected from fields where a critical inspection shows no evidence of the disease and no parts of diseased roots should be permitted to be mixed in the manure that is to be placed on uninfested land.

Greenhouse conditions are almost ideal for the development of nematodes. The most efficient method of exterminating them is to steam the soil by passing steam into perforated pipes laid at a depth of one foot below the surface of the soil. Where this is impossible the infested soil must be removed, the benches whitewashed with boiling hot whitewash and then refilled with fresh, clean soil. Land that is flooded for a period of from two to six months each year is practically certain to be free from the pest.

Orchards also suffer frequently from root-knot. Unfortunately, however, the eradication of the disease here is more difficult since the extermination of the nematodes by a rotation of immune plants is obviously impossible. Where only two or three trees are found to be infested, they should be removed and destroyed, and the surrounding soil treated with a solution of formaldehyde at the rate of about two to three gallons per square yard. Occasionally a lavish use of fertilizers and thorough cultivation of the field will aid the plants to outgrow the trouble. The only really safe way, however, is to make certain that the land is not infested before the trees are planted and then to be equally certain to use only uninfested nursery stock. It is far better in the end to take the time to free the land from the pest than to have the trees remain years without any appreciable growth, as is too often the case where nematodes are abundant. It is also most unwise to plant a very susceptible crop, such as melons, cucumbers, or tomatoes in a field that is to be turned into an orchard later.

Out of the 135,000,000 railroad ties used each year in the United States, New York supplies about 6 per cent and consumes about 16,000,000.

## AMERICAN ASSOCIATION OF NURSERYMEN

**Executive Committee**—John H. Dayton, Chairman, Painesville, Ohio; Thomas B. Meehan, Dresher, Pa.; J. B. Pilkington, Portland, Oregon; John Hall, ex-officio, Secretary, Rochester, N. Y.

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**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—Thos. I. Ilgenfritz, Monroe, Michigan; John Hall, Secretary, Rochester, N. Y.

**Publicity and Trade Opportunities**—W. G. Campbell, St. Joseph, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

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## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurseryman's Association**—President, Walter E. Campbell, New Haven, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, J. H. Austin, Antioch, Tenn. Secretary-Treasurer, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



James McHutchison says the two most important subjects now before the Nurserymen are:

1. The embargo placed by the British authorities on Belgium shipments which will prevent fall shipment of Azaleas, etc., being made from Belgium unless the embargo is lifted before fall.

2. The policy of the Federal Horticultural Board under the Department of Agriculture at Washington continuing to add items of nursery stock to the list of those under quarantine. The Nurseryman of the United States have enough to contend with these days, and we should look to our Government for encouragement and help instead of legitimate trade being continuously harassed by Government officials.

Nurserymen should not forget that there is now a National Rose Garden at Washington, D. C. This was dedicated on June 2nd. The garden is at Arlington Farms, Virginia, just across the Potomac from Washington, and although not very extensive at present, it is likely to be one of the finest gardens of its kind in time.

The chairman of the committee during the dedication ceremonies was Mr. Robert Pyle, of the Conard & Jones Company, West Grove, Penna.

The Moon Nursery Corporation, White Plains: \$25,000; J. Edward Moon, Henry T. Moon and E. Wright Peterson; Giffin & Hannon, No. 115 Broadway.

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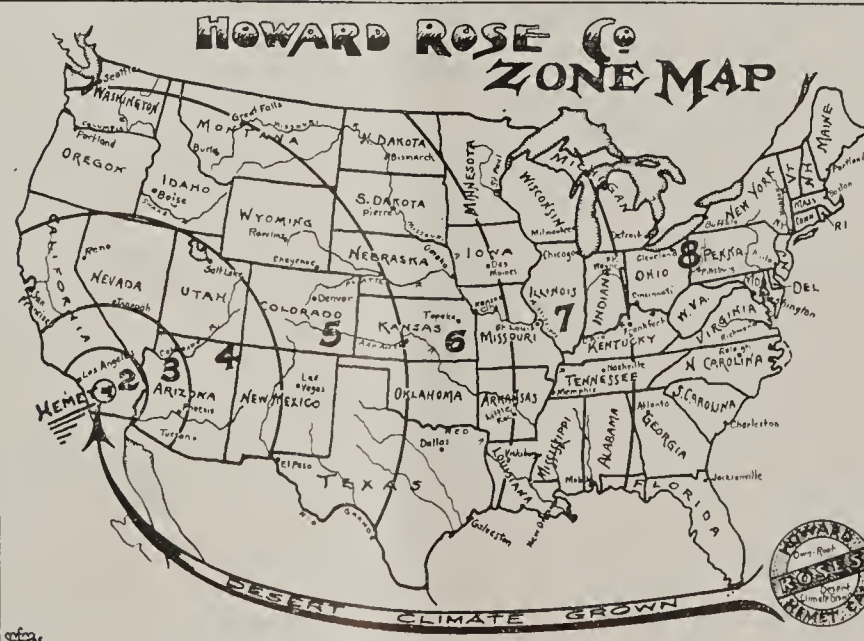
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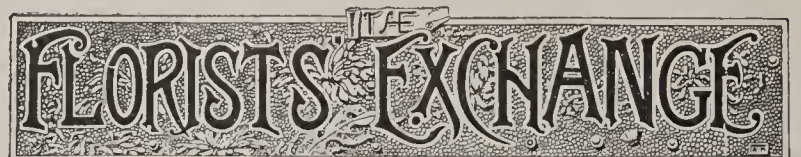
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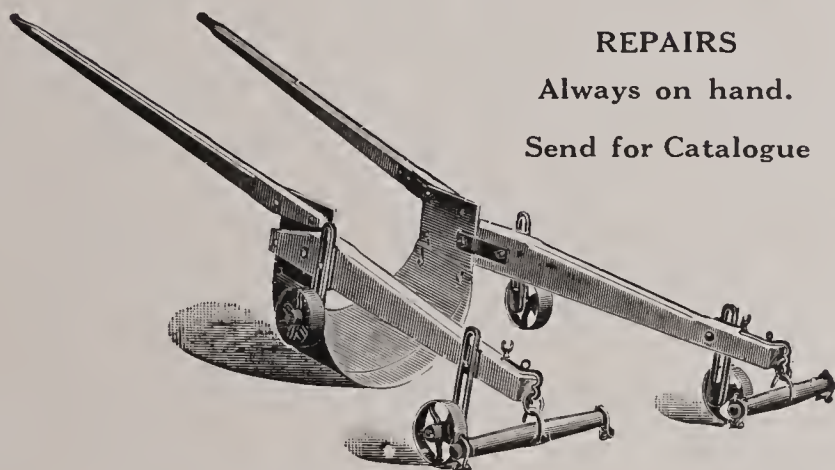
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from 8 inches to 72 inches, at lowest possible prices  
Have, sometimes, bargain lots of steel strapping, 1-  
inch to 1 1/2-inch wide, random lengths. : : : :

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BINDINGS  
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For Nurserymen and Florists are Excelled by None

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Prices as low as *First-Class Work and Unequalled Promptness in  
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No, this isn't a cut in prices.

Sometimes a manufacturer finds that certain improvements in his factory will permit him to do one of two things—sell the same stock at a lower price, or put

better quality into the goods and continue to sell at the usual figure.



G. HALE HARRISON

We have made many improvements around our nurseries during the past two or three years. This year the results are showing and our trees are in better shape than ever. Our Blue Spruces, Hemlocks, Arborvitae and Retinisporas are **extra**; in the big blocks of Norway and Silver Maples.

Out in the fruit tree section, where we are growing millions of Apples and Peaches, a negro workman said the other day "Mr. Harrison, dem's de fines' trees yo' ever had!" He ought to know, for he has worked here a long time.

We haven't cut prices, but every year we are increasing the quality. We are putting more than a dollar's worth into every order that goes out from this place. We **know**, for the trees we sell are grown here at Berlin.

## COME TO BERLIN THIS SUMMER

See the nurseries, and our way of doing things. Go over to Ocean City and spend a day or two watching the ocean—have a dip in salt water if you like it.

## BETTER RESERVE SOME OF THIS STOCK NOW SO IT CAN BE SHIPPED LATER

You can't make money any faster or easier than to order your fall supplies right now. We will ship when you say the word, and bill as usual.

## Our Specialties

HALF A MILLION { PEACH TREES  
APPLE TREES  
ORNAMENTALS

### NORWAY MAPLES, 100,000 PEACH TREES—1 Yr. from Bud

Elberta .....	50,000
Belle of Georgia .....	50,000
Carman .....	30,000
Champion .....	30,000
Hiley .....	10,000
Ray .....	50,000
Greensboro .....	5,000
Stump .....	5,000
Crawford Late .....	5,000
Crawford Early .....	5,000
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### APPLE TREES—Two-Year

Stayman Winesap .....	50,000
Mammoth Black Twig .....	25,000
Winesap .....	5,000

Baldwin .....	20,000
Rome Beauty .....	2,000
Jonathan .....	7,000
Stark .....	3,000
York Imperial .....	3,000
Grimes Golden .....	3,000
McIntosh .....	9,000
Yellow Transparent .....	3,000
King .....	2,000
Duchess .....	1,000
Gravenstein .....	6,000
Wolf River .....	3,000
Williams Early Red .....	2,000
Fameuse .....	3,000
Rhode Island Greening .....	3,000
Red Astrachan .....	1,000
Northern Spy .....	1,000
Delicious .....	1,000
Gano .....	1,000
Ben Davis .....	1,000
Newtown Pippin .....	1,000
Smokehouse .....	1,000
Alexander .....	1,000
Early Harvest .....	1,000
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Fourth of July .....	1,000
Spitzenburg .....	1,000
Fallawater .....	500
Northwestern Greening .....	1,000

# HARRISONS' NURSERIES, Berlin, Md.





# THE NATIONAL NURSERYMAN



AUGUST 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of

*Peach, Gooseberries,  
Currants, Berberis,  
Spirea Van Houtte,  
Other Ornamental Shrubs,  
H. P. Roses, Etc.*

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
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136 Center St., :: Shenandoah, Iowa

A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—Over 100 Varieties.

CHERRY—Leading Sour Varieties.

BLACKBERRIES—Large stock root cutting plants.

GOOSEBERRIES, CURRANTS, RASPBERRIES,

ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

FRUIT TREE STOCKS and GRAFTS.

SEND LIST OF WANTS—

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

**"PLUM SPECIALISTS"**  
450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

August is a Good Month

to place your order for

TOP NOTCH

BERBERRY THUNBERGII SEEDLINGS

HAVE A COMPLETE LINE OF OTHER STOCK TOO

Noticed Our Recent List?



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MANCHESTER, CONN.



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**T. S. HUBBARD GO.**  
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The longest established and best known growers of

# Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
Brighton	Eaton	Pocklington
Campbell's Early	Green Mountain	Salem
Concord	Lutie	Woodruff Red
Delaware	Moore's Early	Worden

and all other old and new varieties which we think worthy of general cultivation

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Black Champion	Lee's Prolific	Versailles
Black Naples	North Star	Victoria
Cherry	Pomona	White Dutch
Fay's Prolific	Red Dutch	White Grape

and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

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A fine stock of leading varieties. One and two years.

## BLACKBERRIES

The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.

# WILLOWDALE NURSERIES



## BIG TREES



We offer for the fall trade a select list of shade trees in large sizes, as follows:—

40 White Ash 3-4 in.	15 Mossy Cup Oak 3-4 in.
20 " " 4-5 in.	15 " " " 4-5 in.
25 " Birch 4-5 in.	15 " " " 5-6 in.
30 " " 5-7 in.	25 Red Oak 3-4 in.
150 Catalpa Speciosa 3-4 in.	25 " " 4-5 in.
50 " " 4-5 in.	15 Scarlet Oak 3-4 in.
200 American Elm 3-4 in.	25 " " 4-5 in.
50 " " 4-5 in.	500 Carolina Poplar 3-4 in.
50 European Larch 3-4 in.	25 " " 4-5 in.
250 American Linden 3-4 in.	500 Lombardy " 3-4 in.
50 " " 4-5 in.	300 " " 4-5 in.
600 Norway Maple 3-4 in.	125 " " 5-6 in.
150 " " 4-5 in.	25 " " 6-8 in.
150 Ash Leaf Maple 3-4 in.	100 Bolleana " 4-5 in.
100 " " 4-5 in.	40 Sweet Gum 3-4 in.
100 Silver Maple 3-4 in.	25 " " 4-5 in.
50 Sugar " 3-4 in.	100 Tulip Trees 3-4 in.
50 Maple Colchicum Rubrum 3-4 in.	10 " " 4-5 in.
50 " " 4-5 in.	
10 " " 5-6 in.	

Correspondence solicited

**THE RAKESTRAW - PYLE CO.**  
 KENNETT SQUARE, PA.

# Now is the time to order DIRECT IMPORTATIONS

From European Nursery Centers.

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Pear, Apple, Myrobolan, Mahaleb, Mazzard Manetti, Multiflora and Quince. Also a full line of Ornamentals for lining out. Best packing and grading. December and February shipments from **Vincent Lebretons Nurseries, Angers, France.**

## BOSKOOP, HOLLAND NURSERY STOCK

Boxwood (bushes, pyramids, standards, ball-shape, etc.) Roses, Tree Roses, Azaleas, Magnolias, Rhododendrons, Koster Blue Spruce, Evergreens, etc. Fall or Spring shipment from **Schaum & Von Tol, Boskoop, Holland.**

## DECIDUOUS TREES

Norway and Schwedler Maples, Tiliacs, Oaks, Elms, Chestnuts, Planes, Thorns, etc. Straight stems, good roots, careful selection. Fall or Spring shipment from **Union Nurseries, Oudembosch, Holland.**

## HERBACEOUS PERENNIALS

Full list of varieties, also Aquatics, Rock Plants, etc.; low prices. Fall or Spring shipments from **Royal Tottenham Nurseries, Dedemsvaart, Holland.**

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**MANETTI**, Gooseberries (Whinham Industry, Whitesmith, Keepsake, Crown Bob, etc.), 2 and 3 years. Fall or Spring shipment from **John Palmer & Son, Annan, Scotland.**

**BAY TREES** from Belgium. All sizes, hardy Lilies from Japan, all varieties.

**RAFFIA**, Red Star, XX Superior, Arrow and AA West Coast Brands. Bale lots or less.

Shipping. We have our own Custom House department, with shipping connections at all shipping ports. We attend to the procuring of permits and all formalities.

**McHutchison & Co.,** The Import House  
 17 Murray St., New York



# PAINESVILLE NURSERIES



Next month, we will receive our HOLLAND BULBS and most of the other bulbs which are to be planted this fall for spring flowering. Our new autumn catalog will be mailed early in September, giving complete lists and descriptions of all varieties we handle.

In the meantime, we would be pleased to quote on any wholesale bulb lists which may be submitted.

The Rose-fields have bloomed gloriously, spent their fragrance, and are now—just growing. Early orders for forcing types are coming in fast, and at the present rate of booking, leading varieties of H. P.'s will be sold up close before shipping time.

As to the Fruit Tree and Ornamental Departments; we merely wish at this time to remind you that complete lists of varieties, in very large blocks, are developing splendidly on several hundred acres of our very good land. While awaiting the fall issue of our price list, please feel free to ask for special quotations on anything desired.

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1854

PAINESVILLE, OHIO

1200 ACRES  
45 GREENHOUSES

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W. VAN KLEEF, Jr., Proprietor.

Nurseries at Boskoop and Waddinxveen

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Ampelopsis Veitchi.  
Astilbe Gladstone.  
" Peach Blossom.  
" Queen Alexandra.  
Azalea Mollis, in sorts.  
" Pontica "  
" Kaempferi.  
Boxwood, bushes.  
" pyramids.  
Clematis, in sorts.  
Funkia, in sorts.  
Hydrangea Otaksa.  
" pan. gr.  
Juniperus, in all sorts.  
Kalmia latifolia, all sizes.  
Magnolia, all sorts.  
" Yulan.  
" planting size.

Paeonia, in sorts.  
" Duchesse de Nemours.  
" Festiva Maxima.  
" Louis van Houtte.  
" Marie Lemoine.  
Picea, in sorts, all sizes.  
" pungens Gl. Kosteri, all sizes.  
Phlox, all varieties.  
Retinospora, all sizes.  
Rhododendron, hardy.  
" for forcing.  
" American varieties  
Roses dwarf } all the best and  
" standard } newest varieties  
" climbing }  
Thuya, in varieties.  
Wistaria, purple and white.  
Young stock for lining out.

Quality is always our first consideration, your satisfaction is next; when we combine both we are pleased and so are you.

WANTED—A reliable firm as sole agent for United States and Canada.

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**Heikes—Huntsville—Trees**

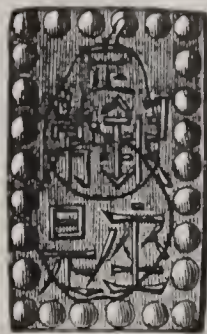
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APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

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Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

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Let's get together.

**The D. HILL Nursery Co., Inc.**

**Evergreen Specialists**

**LARGEST GROWERS IN AMERICA.**

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**NURSERY CO.,**

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We will have an extra fine lot of stock for Fall

APPLE 1 and 2 year.

PEACH

CALIFORNIA PRIVET

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ORIENTAL PLANES—All sizes—also a fine lot of  
Planes for transplanting.

AMERICAN ELMS

HORSE CHESTNUTS

A fine lot of IMPORTED BOX

We can make special prices on Privet and Peach in carload lots.

See us at the Convention.

We will need Cherry and Pear.



**Send Us Your Want List.**



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We specialize in Hardy American Rhododendrons and offer all the best varieties with brightest colors, hardiest sorts and largest trusses. They are all grown in open fields on black sand and sandy loam.

We can also offer largely Dwarf, Climbing and Standard Roses. All the newest most popular varieties.

Common Beech and River's Purple grafted Beech to offer in very large quantity. Clean straight stuff and well rooted. Can quote on stock transplanted Spring 1914 or 1915.

Full particulars of the above and other stocks, nearly 300 acres in extent, contained in our wholesale catalogue free on application.

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Headquarters for  
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Strawberries  
Raspberries  
Blackberries  
Dewberries

Currants  
Gooseberries  
Grape Vines  
Privet

Rhubarb  
Asparagus  
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Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

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Editors of the "H. A." LOWDHAM, NOTTS, ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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## P. D. Berry, Wholesale Nurseryman, is offering for Fall trade 1915.

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc.

Quotations furnished by letter.

P. D. BERRY,

Dayton,

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BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmanii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following **APPLES** in 1-2 in., 5-8 in. and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hibernial, Iowa Beauty, N. W. Greening, Okabena, Patten's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Soulard, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

## SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA

## We Offer for Fall 1915 and Spring 1916

15,000 Oriental Planes from 1 1/4 to 3 inch caliper

A large stock of Sugar Maples, American Elms,

Carolina Poplars, Lombardy Poplars, Double

Flowering Japan Cherries, Weeping Japan

Cherries, Flowering Apples, Flowering Peaches

Norway Maples, 2 inch caliper and up.

Also a large and complete assortment of Ornamental Trees and Flowering Shrubs. Among our large stock of Fruit Trees we call especial attention to our surplus of:

10,000 Keiffer Pears, 2 and 3 years

20,000 Stayman's Winesap Apples, 11-16 in. and up

10,000 Downing Gooseberries, 2 years. No. 1

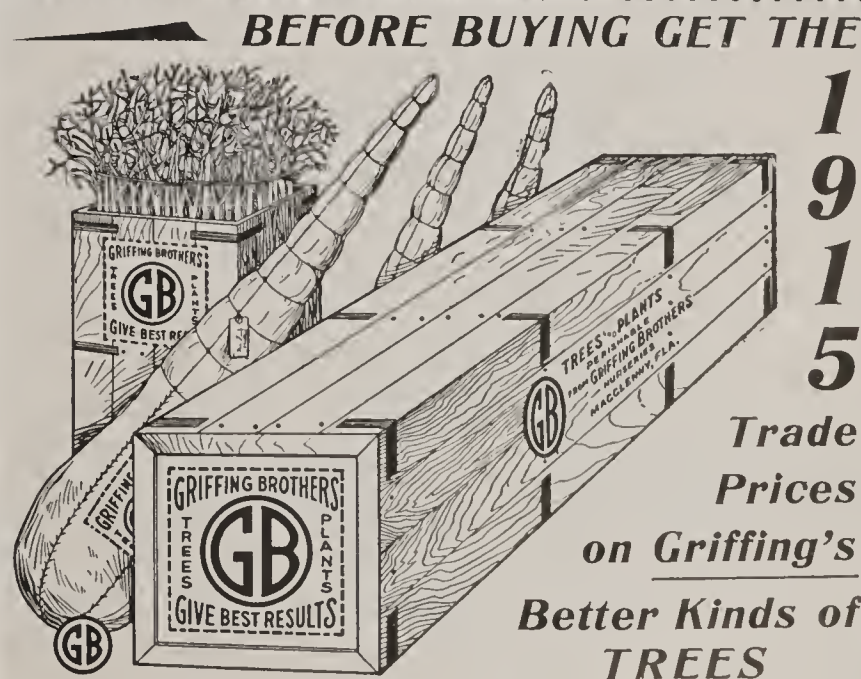
200,000 Apples, 2 year buds, fine

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PHILADELPHIA OFFICE  
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Established 1853



*The Quality of Stock, Neatness of Packages, Prompt, Careful Service will Please You.*

PECANS, Budded or Grafted Trees.

PLUMS on plum roots.

PERSIMMONS, Japanese

FIGS, leading varieties.

SCUPPERNONG, JAMES and other grapes.

MULBERRIES, free from blight and nematode.

CAMPHOR TREES, small and specimens.

CONIFEROUS and BROAD LEAVED Evergreens.

AMOUR RIVER PRIVET and other hedge

PALMS and Tropical Plants both small and specimens

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JACKSONVILLE, FLORIDA. GRAND BAY, ALABAMA.



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"WE HAVE GROWN THEM FOR 40 YEARS."

OUR HYDRANGEA P. G. LAYERS THIS YEAR WILL BE BETTER THAN EVER.

THEY ARE GROWING ON A PIECE OF GROUND RICH IN ALL THE ELEMENTS NECESSARY TO PRODUCE FINE, THRIFTY, WELL ROOTED PLANTS, AND THE WEATHER CONDITIONS HAVE BEEN IDEAL TO KEEP THEM "AGROWIN" ALL THE TIME.

THEY ARE "MADE IN AMERICA" AND, BY FAR, BETTER AND CHEAPER THAN IMPORTED HYDRANGEAS. NOT ONLY WILL THEY PRODUCE A BETTER AVERAGE SUCCESS IN TRANSPLANTING, BUT BEING SO CHOCK-FULL OF PLANT LIFE AND VIGOR THEY WILL OUTGROW ANYTHING IN HYDRANGEAS YOU EVER SAW.

WE ARE NOW BOOKING ORDERS FOR FALL AND SPRING DELIVERIES.

WRITE FOR PRICES.

**THOMAS MEEHAN & SONS**  
WHOLESALE NURSERYMEN,  
**DRESHER, PENNA.**

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES SHRUBS  
BERRIES CLEMATIS  
EVERGREENS PEONIES PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete  
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**W. & T. SMITH COMPANY**  
GENEVA, N. Y.

63 Years

700 Acres

## NOW READY

We Offer For Prompt Shipment:

ROSES, FIELD-GROWN. Own roots and budded.  
ABELIA GRANDIFLORA Field-grown, transplanted.  
LAUROCERASUS. (English Laurel.)  
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LUCIDUM, NEPALENSE, and other good varieties, fine  
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CAMPHOR. Pot-grown.  
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BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
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WISTARIAS. Best sorts, grafted.

APPLES. One and two year.

FIGS.

ENGLISH WALNUTS. 18 to 24 inches, 2 to 3 feet and 3 to  
4 feet, transplanted; fine straight stock.

JAPANESE WALNUTS.

We also offer a fine stock of Deutzias, Spiraeas, Philadelphus, Hydrangea Otaksa, Pomegranates, Elms, Texas Umbrella, Tulip Poplar, Weeping Mulberry, Sycamore, Oaks, and a general line of ornamentals.

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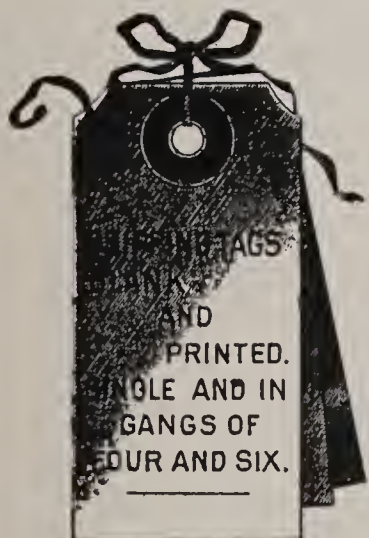
The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

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This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

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Apple Trees, 2 years, Grafts  
Cherry, Peach, Plum, Kieffer Pear,

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Flowering Shrubs. Shade Trees.

Apple and Pear Seedlings.

**Forest Tree Seedlings**

***J. H. Skinner & Co.***

TOPEKA, KANSAS



## BUDS and BUDDING SUPPLIES

We Mailed our JUNE LIST of Buds, for Nurserymen's use the latter part of June. This list will show a complete line of Budder's Supplies—Raffia, Budding Knives, Tree Counters, &c.

If you did not receive it ask for copy.

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Chase, Alabama



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*And when you think of  
Apple Seedlings think of Watson's--*

*And when you think of  
Watson's-- think of the best Apple  
Seedlings that are put on the mar-  
ket.*



*F. W. Watson & Co.,*

*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., AUGUST, 1915.

No. 8.

## TO THE NURSERYMEN OF AMERICA

AT the annual meeting of the American Association of Nurserymen held in Detroit June 23 to 25, a new constitution and by-laws was adopted, and to the end that every member of the association not present may thoroughly understand the changes written into the constitution, in that the heartiest co-operation of

I have been impressed with at least one question appearing in one of our associate trade journals, "Will it work?" It will work like any other plan, with the co-operation of the membership, and when those entrusted to its administration devote necessary time and thought to this end.



*Reading from left to right, George Achelis, West Chester, Pa.; J. H. Skinner, Topeka, Kansas; D. S. Lake, Shenandoah, Iowa; Nelson Bogue, Batavia, N. Y. Attending the Detroit Convention.*

all may be had, I have been delegated by the executive committee to issue this address in elaboration of the new constitution and by-laws which appear in printed proceedings.

Your new constitution and by-laws is progressive in the truest sense, and endeavors to meet in the minds of the committee appointed to re-write the constitution, the present needs of its members. This constitution and by-laws, after most thorough discussion was adopted by the association with practical unanimity, and if those members who were absent will co-operate with the officers of the association to the extent that it is believed those present will, your association of the future will be able to accomplish much more than has been possible in the past.

EXECUTIVE COMMITTEE. Your present executive committee is composed of six members in addition to the President and Vice President. Heretofore the executive committee has been composed of three members, and the object of this change is to make the executive committee representative of the entire country. By referring to the constitution and by-laws you will note that your executive committee is chosen to represent certain defined sections, and if members of the association within their respective sections will keep in touch with their executive committeemen on all matters pertaining to the interests of the nursery business, they will do themselves and the cause a common good. Be assured of this fact, gentlemen, that your executive committeemen are elected for



the service that they are capable of rendering you, and each and every one of them stand ready to serve you every day in the year. In matters pertaining to legislation, inspection, railroad tariffs, etc., no matter what your troubles may be, it is the hope and purpose of the



*Mr. and Mrs. J. B. Baker, Fort Worth, Texas, on board S. S. Sappho, when attending the Detroit Convention.*

administration to build such an organization that you through your executive committeemen may receive the maximum amount of help from the association.

**ACTIVE AND ASSOCIATE MEMBERS.** Under the constitution as adopted at Detroit every member whose name appears in the badge book of 1915 is a member of the American Association of Nurserymen, but you will note that the membership under the constitution is divided between active and associate members. The active members of the association are those who are engaged in the nursery business, and associate members are those who are engaged in the allied trades, dealers in supplies, horticultural implement makers, etc. The only thing necessary to retain membership on the part of those whose names appear in the badge book of 1915 is the payment of dues as named in article 7 of the constitution. Hereafter in receiving members into the association, said members shall be elected either by the association as a body, or in case application for membership is made at a time other than when the association is in session, the executive committee has power to receive members. It is hoped that no worthy nurserymen in the United States will feel that there was any desire on the part of the framers of this constitution to bar any reputable nurseryman from becoming a member of the association. The elective method is written into the constitution in an endeavor to raise the standard of membership, and not in any sense to keep any worthy nurserymen out of the association.

The question of associate members, which provoked quite a lively discussion on the floor of the convention, but which was at last thoroughly understood and agreed to by the associate members present, will we believe,

with just a little study appeal to both active and associate members of the association as being fair and reasonable from every point of view. We are desirous of retaining our associate members, and appreciate the fact that during the past they have rendered efficient service to the association in various ways, and yet, this being a nurserymen's association, it is deemed wise that the management of the association's affairs shall be placed in the hands of member nurserymen. Furthermore, and in explanation of the difference in membership fees for the active and associate members, it will be noted as set forth in article 7 that the associate member's fee is \$10.00, while the active member's fee remains \$3.00, and that the active member is subject to additional assessment, where the associate member is not. To the end that every worthy nurseryman and those associated with the nurserymen through allied trade interests should become members of the association, the executive committee hopes that every member of the association will consider himself a member of the membership committee, and endeavor to stimulate membership in the association through every method that has as its aim the up-building of the association. Call upon Secretary Hall for application blanks and help boost the membership campaign.



*George Achelis, West Chester, Pa., on board S. S. Sappho when attending the Detroit Convention.*

**IN EXPLANATION OF ADDITIONAL DUES.** Article 7 of your new constitution is the most progressive change made in your constitution, and is the result of many hours of arduous thought and labor on the part of the special committee delegated to rewrite this constitu-



tion. To those of us who have given any thought along lines of a better association it has been apparent all along that if anything worth while was accomplished, adequate provision must be made for financing the affairs of our association. The plan finally recommended by the com-



G. Hale Harrison,     Albert F. Meehan,  
Berlin, Md.             Dresher, Pa.

*They graduated from the nursery in their mothers' care some time ago and are now helping "dad" to run his.*

mittee and adopted by the association by practically the unanimous vote of the members present becomes the working basis from a monetary point of view. Upon the faithful performance of article 7 of your constitution rests the success or the failure of all of our plans, and to the end that your officers may have the necessary funds with which to prosecute the arduous labors committed to them, the loyalty and support of every member of the association is asked.

The question is asked, how shall article 7 of the constitution be enforced, and when and how shall additional dues be paid. A member doing a business in amount of \$10,000.00 to \$20,000.00 instead of remitting to the secretary a fee of five dollars would remit ten dollars, and a member who is doing an annual business of \$100,000.00 or over, will remit to the secretary fifty-five rather than five dollars as heretofore. In other words, every member will pay additional dues based on the volume of business said member does per annum. Everyone agrees that funds will be needed, in fact, that funds have been needed all along, and that because of lack of funds our officers who have served us so efficiently in the past have been unable to accomplish the good that they could have accomplished had they been supplied with necessary funds. Certainly no plan of assessment could be fairer than the one adopted by the Detroit convention.

It is not out of place in connection with discussion of the additional dues that have been provided, to say that your executive committee hopes and believes that it will be able at the next meeting of the association at Milwaukee to show splendid results for the additional money collected and expended. For instance, those of you who

were present at the Detroit meeting call to mind the report of the committee on legislation and the urgent need brought out by this report for the services of a competent attorney whose business it should be to properly safeguard the interests of the association and thereby individual members, in such matter as unfair and unjust legislation over the country generally. It will be recalled that Mr. William Pitkin, Chairman of the Committee on Legislation, made recommendation that Mr. Curtis Y. Smith be retained as general counselor for the American Association of Nurserymen, and this matter being referred by the association to the executive committee, the executive committee held a meeting before leaving Detroit and instructed and empowered a subcommittee of the executive committee together with the chairman of the Legislative committee to enter into contract with Mr. Smith along lines suggested by the chairman of the legislative committee, and every member of the association for that matter, has in the employment of this splendid firm, competent authority on any question of law that effects the nursery interests. To get the best results out of this contract we must necessarily use this law firm. The results that will accrue to you will after all depend upon the individual member using the organization that your executive committee is endeavoring to build. Any member of the executive committee, and for the information of every member we are asking our trade journals to print in each issue the personnel and address of the executive committee, will present to Mr. Smith any question that any member desires legislative assistance on, or you are at liberty to confer directly with Mr. Smith, whose address is Boston, Mass. We again say that the use of this new department will result in great and lasting good to all, if you will only use the organization as we are endeavoring to build it.

**POWERS OF THE EXECUTIVE COMMITTEE.** It is apparent to all who read the constitution and by-laws as printed, that great power is delegated to the executive committee. Authority in all organization must be vested somewhere, and in the minds of the committee who were delegated to rewrite this constitution there was no safer place to vest authority than in the executive committee. Under the constitution and by-laws as provided, the executive committee is empowered to do all things necessary for the good of the association. They are to the association what a board of directors are to a well organized corporation, and the faithful and efficient service on the part of your executive committee will make of the American Association of Nurserymen a thoroughly organized business corporation.

You will note by referring to article 3 of by-laws the suggestion that the committee may if it deems advisable gather and compile statistics looking to the stimulation of prices and the elimination of surplus products. In all probability it will take some years to work out the details of this plan of gathering statistics, but your committee believes that the day will come sooner or later, when along this line of endeavor much and lasting good can be accomplished for members of the association. It is apparent to all who have given the matter thought that if there can be adopted some plan to more nearly grow the stock that will be taken profitably every year, that the nurserymen will have profits rather than losses.



There are necessarily many details to be worked out in a plan of this magnitude, and yet it is apparent that this economic waste if possible must be stopped.

**COMMITTEE ON ARBITRATION.** While not incorporated in the constitution and by-laws, there is one matter that is of such importance that I deem it not out of place to refer to in this address, that is the resolution adopted by the association providing for a committee on arbitration. In the multiplicity of transactions of life it is impossible to avoid complications. The majority of people, however, and we believe this is true beyond any question of doubt, earnestly desire to do right and to avoid as nearly as possible all conflict. There are few controversies that can not be adjusted out of court, and the mover of this resolution, being a strong advocate of arbitration, believed that a committee on arbitration would solve with the minimum cost, and the preservation of business friendship, practically all matters of controversy between members. To this end the resolution providing for a committee on arbitration was offered, and by unanimous vote adopted by the association. If we have a dispute that can not be adjusted between any two members, let those two members refer the matter to the committee on arbitration which becomes a court of adjustment. We know of no resolution heretofore adopted that can be made to render a greater service to the membership than this. Those who have a need for the services of this committee will be advised how to proceed in the matter by conferring with our general secretary, Mr. John Hall.

**FINALLY.** Through the appointment of various committees, any one of which is a subject of vast importance and susceptible of great elaboration, your executive committee hopes to accomplish a great and lasting good for the members of the association. It earnestly desires the co-operation of every member whether doing a small or a large business. It is not reasonable to suppose that the new constitution and by-laws in every instance meets the approval of our present five hundred members, but it does meet the approval of a very large majority of the membership attending the last national meeting. It is not a perfect constitution and by-laws to be sure, because it was written by men, and man has not as yet reached perfection. It represents in the minds of the committee, and in the minds of the association, the best working basis that it was possible to procure. Let us accept it as it comes to us, live squarely up to every demand that it makes upon our time and money, give it a thorough trial, and we believe that it will place the nursery business upon a more stable basis than has been true of the past. On behalf of the present administration, and with an earnest desire that this association may be of real service, your co-operation and assistance is asked. If it is not just like you would have written it, remember that you were not there, and that those who were responsible for it labored unselfishly to give you the very best possible constitution and by-laws. It is up to you as a live member of the American Association of Nurserymen to make it a success. Will you do it?

J. R. MAYHEW.

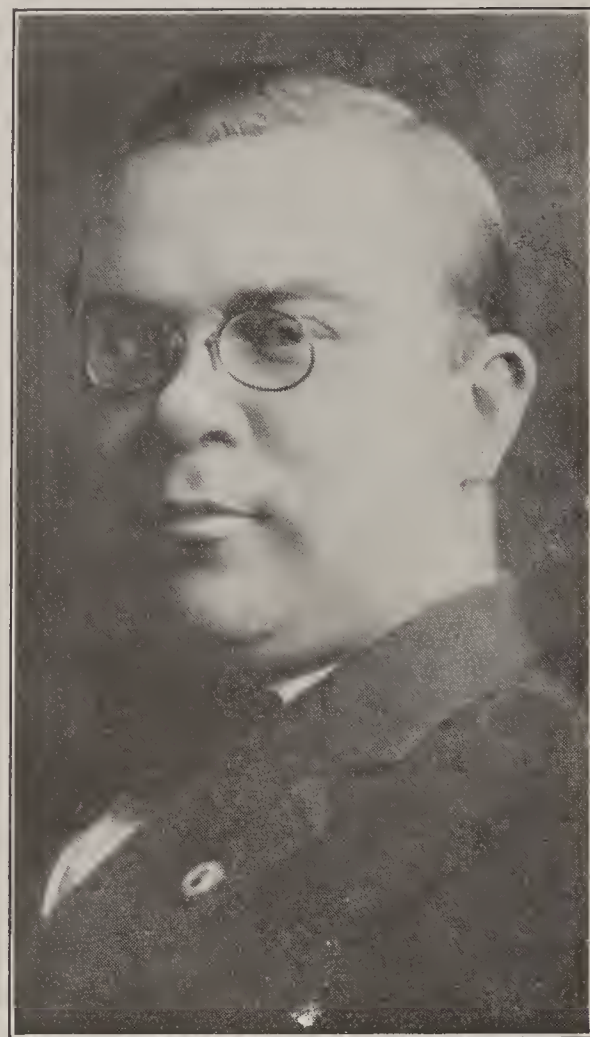
*Executive Committeeman from Southwest...*

Waxahachie, Texas, July 16, 1915.

## BETTER TIMES DEMAND BETTER MEN

*By Rodney H. Brandon, Sec'y-Treas. Loyal Order of Moose, Mooseheart, Ill.—Read at the Nurseryman's Convention, Detroit, June 23-25, 1915.*

**T**HE time is past when any considerable number of us longer doubt the basic truths of the Darwinian theory of evolution. The most natural thing in the world is to be natural. The first result of man's change from the condition of other animals was that of



*Rodney H. Brandon, Mooseheart, Ill.*

becoming artificial. The first move of the poor peddler who after years of struggle with his pennies and nickels achieves wealth is to bedeck himself and his home with the richest and gaudiest of ornaments. From one extreme he flies to the other; and in the same way man, rising above his animal kin, proceeded with all haste to become artificial. His first move was to make his surroundings as unnatural as possible. He sawed the beautiful tree into unsightly planks. He delved in the earth for iron and made nails and with the nails fastened the planks together in ugly and unnatural poses. He removed from the front of his rough house the trees and shrubs that the world might know that he—man—had now arisen above the mere commonplace natural surroundings. He had conquered nature. He glorified in his artificiality—regarding it as a mark of his own power over nature.

The poor peddler who after achieving riches bought his gaudy red, yellow and green draperies, found his children and his children's children discarding them for plainer and more harmonious material and design and if this same old peddler was wise enough to see it, he found that two or three generations of reform and culture was



slowly driving his progeny back into natural lines.

There is a reason for all of this. Nature fights artificiality overwhelmingly. Into the cracks and crannies of the plank-and-nail-made-house of man she sends her worms, her wind, her rain, her heat and cold laying on and destroying. She assails bitterly any unnatural rearrangement of her elements. Over the scars on her surface made by diggers after stone, iron and coal, she throws with marvelous rapidity a mantle of new growth, new trees, new shrubs, new grasses and new flowers until she wipes away the scar of artificial creation.

And just so nature evolves back into nature. The grandson of the man who built the plank-and-nail square and unsightly house amidst the stump strewn ruins of the beautiful forest finds himself by some magic hand to him unknown, unconsciously guided into re-forestation. As the hypnotist drives his subject to actions of which he is unaware, the still stealthy hand of nature forces men back into their natural channels.

Running water bears more strongly against the rock which impedes its flow than upon the bottom of the stream which supports it. Man's unsightly, uncouth and artificial houses on the breast of nature are relentlessly destroyed by nature seeking to reconstruct her into placid, natural landscapes. Culture, refinement and education in human souls ultimately makes them realize that and know the happiest and sweetest home is the one on the breast of nature and fitted into her lines of beauty. America is an infant. Two generations back the grandfathers of us of the Central West destroyed the forests there and made the land into granneries and we of the third and fourth generation are putting the forests back again. We are making the stream lines of nature's beauty over again.

But all of us are not doing so as yet. The appreciation of these truths has not yet filtered down through all the strata of society. The educated and refined man of means understands and builds understandingly, but the man of toil who rushes from his meagre home to his steel mill and back again day after day, has not had the time to think about beauty and nature because of the greater demand upon his time in the fight for bread. If America is to become what she once was from nature's stand point, all the people must learn not to lay desecrating hand upon nature's growths.

The men interested in the nursery business in America have done their best to bring this thing about. Not over 5,000 men of the hundred million who inhabit America have up to this time had a business impulse to provide for the promulgation of this doctrine.

To this little army of 5,000 nurserymen there has been added during the last year 600,000 more recruits.

Mooseheart is now in the nursery business and thereby has thrown the influence of 600,000 common men into this effort because Mooseheart believes in it. She believes that education is raising very rapidly the standard of intellectuality in America. She believes that education is making demands upon the souls of people for more beauty. She believes that the pioneer state of America is past and that we are entering into an era of art, culture and more beautiful surroundings for our homes and our children. She believes the 600,000 working men are being educated to understand the benefit of

beauty in the lives of children reared amidst flowers, shrubs and having their play hours under broad sheltering trees rather than in the caked and muddy streets of the factory village. Mooseheart proposes through her publicity means and her connection with this army of members of the Loyal Order of Moose to preach this doctrine. She knows that within a year or so where you look up the row of barracks in some small town-ugly dirty houses all alike in a row up the hill side and that out of the 20 of these houses, 10 are garnished with trees and flowers and shrubs, are neat and clean and cared for and inviting to the eye, while the other 10 retain their present grimy appearance—she will know that the 10 are inhabited by nurserymen and the other 10 by workmen who have not as yet been thoroughly instructed.

I believe that Moosedom's entry into the nursery field will ultimately increase the demand for cultivated nursery products in America in the same proportion as she increases the number of men interested in the growth of plants and shrubs. In other words, I believe that we shall be the means of increasing the market 3000 times over what it is today. The response our members have made to our entry into this field cannot be over estimated. While it is true many of them will buy our own product, it is also true many of them will buy in their own home towns.

And so Moosedom becomes a nurseryman. She believes the nurserymen in the United States would be better off if there were some school from which we could produce young men who had been scientifically trained in the propagation, cultivation and sale of cultivated trees and shrubs. She believes America is big enough and brainy enough and has enough fertility to produce her own trees and shrubs without spending so much of her money for European labor and European steam boat hire to import newly propagated shrubs and trees into this country for cultivation. She believes that the nurserymen of America will understand that she will not overload the market with nurserymen because of her producing so many graduates that all cannot get jobs. That would bring injury and is therefore out of the question, but she believes that the nurserymen of America will co-operate with her in putting the nursery business upon a more solid foundation.

Most of the men to whom I am talking today worked their way up in the nursery business from the time they did budding out and the swing of the hoe on the nursery hill side. They, no doubt, feel that many of the good years of their lives were spent in learning the elementary principles of the business in their own university of hard knocks. You know how much greater your efficiency would have been and how much greater each of your present plants would be if you could have had your education in the business condensed into three or four years of careful preparation, and gone into the business thoroughly schooled at the outset.

And so we who are about to live with you, salute you. We invite your co-operation in this movement, feeling thoroughly assured that there is much to be gained, not only to our fellow associates in the nursery business in America but in the whole structure of society as well.



## HYDRANGEA ARBORESCENS GRANDIFLORA "HILLS OF SNOW"

*Hydrangea arborescens grandiflora* although comparatively new has already become a staple with the growers of ornamentals. The demand is becoming greater every year as it becomes better known. It has those qualities that will insure its popularity with the masses—it grows easily, is hardy, propagates readily and rarely fails to do well. Another good quality is that it flowers during a season when there are not many other shrubs in bloom, being at its best about the last week in June and the first week in July, although like the hybrid tea roses it will keep blooming intermittently as long as it can be kept in active growth. It fills in the season of hydrangeas very effectively, coming in before the *Hydrangea paniculata grandiflora* and after the *Hydrangea Japonica* varieties so that it is possible to have hydrangeas in bloom from

privets, Cornus Tamarix, Hibiscus, etc., gave 90 to 100 per cent.

For a popular plant its name is entirely too long, and being so similar to that of its well-known relative *Hydrangea paniculata grandiflora* is liable to be very confusing. The popular name Hills of Snow or Snowball Hydrangea are very descriptive and identify it beyond question.

AMERICAN ASSOCIATION OF NURSERYMEN  
*Committees for 1915—1916 appointed by President Edward S. Welch.*

Arrangements and entertainment, T. J. Ferguson, Wauwatosa, Wis.

Program, L. C. Stark, Louisiana, Mo.

Exhibits, Albert F. Meehan, Dresher, Penna.



*Hydrangea arborescens grandiflora* "Hills of Snow"

spring until fall.

In border plantings its height and time of flowering makes it one of the foreground shrubs. Three feet may be said to be its normal height but under very favorable conditions it will reach four to five feet. It is partial to a damp, shady position, doing fairly well under high branched trees where it can get nourishment and moisture. Everything considered it is an extremely satisfactory shrub and the demand is likely to be heavy for years to come.

It propagates very readily by layers producing a saleable plant in one season. Stems put down in the summer are ready to take off in the fall. No doubt soft wood cuttings would root very readily put in in August. The wood is rather too pithy to make good hard wood cuttings. Plantings of hard wood cuttings produced a stand of about 50 per cent. under the same conditions that

Legislation, east of Mississippi River, William Pitkin, Rochester, N. Y.

Legislation, west of Mississippi River, Peter Youngers, Geneva, Neb.

Tariff, Irving Rouse, Rochester, N. Y.

Root Gall, E. A. Smith, Lake City, Minn.

Transportation, C. M. Sizemore, Louisiana, Mo.

Editing Report, John Hall, Secretary, Rochester, N. Y.

The following committees were appointed by the executive committee:

Finance, J. H. Dayton, Painesville, Ohio; T. J. Smith, Geneva, N. Y.; John Watson, Newark, N. Y.

Publicity, J. R. Mayhew, Waxahachie, Texas; L. C. Stark, Louisiana, Mo.



### A HEDGE OF DOROTHY PERKINS ROSES

One of the most beautiful and effective garden features the writer had the pleasure of seeing the past summer was a fence covered with Dorothy Perkin's Roses.

The accompanying picture will give some idea of its trimness and the display of bloom.

The roses were neatly trained over an iron fence which stood about three feet high and when in full bloom was a solid mass of the delightful shade of pink for which the Dorothy Perkins is famous.



*A Hedge of Dorothy Perkins Roses*

The plants were set about eight feet apart, and when one stops to consider the cost of a dozen roses or so plus the care and attention which produced such a magnificent show, it is a wonder landscape gardeners and nurserymen do not urge more frequent use.

There are a number of other of these Wichuriana hybrid roses that are equally suitable for the purpose so that a choice of color may be made.

### THE IMPORT SITUATION

*By McHutchison & Co.*

**FRENCH SHIPMENTS.** There is a normal supply of fruit stocks in sight, no over-supply as some seem to suppose, but enough to go around—except in apples and Myrobolans. The same applies to ornamentals, though the most popular varieties will run short earlier than usual. Shipments will be made via Bordeaux, the usual route via Havre and England being subject to submarine risks. Freight rates are uncertain, but will probably be no higher than last season, even including the 25 per cent. French war tax. The French nurseries quickly adapted themselves to war conditions, a large part of their regular men are at the front, but women and men substitutes fill the vacancies. The general production will be less than in years of peace.

**HOLLAND SHIPMENTS.** There is a full supply of all kinds of ornamentals, Norway and Schwedler maples,

boxwood, roses, rhododendrons, etc. The shutting off of some continental export fields is reflected in reduced prices on almost all items to American firms. Shipments will be made as usual via Rotterdam, at normal freight rates—which are practically the same as before the war began.

**ENGLISH SHIPMENTS.** Gooseberries are very scarce, practically unsecurable owing largely to English quarantine regulations. Manetti is scarce too owing to late spring frosts and subsequent drought, but there are enough to go around. All other stock is in usual supply. Freight rates are uncertain, but are sure to be high.

There will be no shipments from Germany or Belgium, even via neutral ports to the United States or Canada, until the British modify or change the "Order in Council" or blockade which at present absolutely embargoes these shipments. This covers principally lily of the valley pips and azaleas—which are of almost vital importance to florists.

Shipments from Japan, Madagascar, Australia, etc., will continue to arrive almost as in normal seasons. War risk insurance fluctuates daily, but runs from 1 to 3 per cent from European points, it will likely be less by fall.

### TREE SEEDS

*By Arthur A. Powell*

It is as yet early to make many definite reports on the seed crop of 1915. At this writing we must still go through a large part of July and all of August and the heat of these two months is apt to blast a number of these crops.

Reports coming in regarding Mazzard cherry seed are favorable; but there will be a great demand for this variety as the crop of Mahaleb will undoubtedly be short.

Reports received in reference to Mahaleb state that limited quantities will be obtainable providing there are enough men to make the collections.

Up to the present no reports have been received in regard to Myrobolan plum, French crab or French pear seed. I hope, however, to be able to give more definite information regarding these varieties in the next issue.

Regarding tree seeds some favorable reports have come to hand. Collectors in Oregon, Washington and California advise that a good crop of *Pseudotsuga Douglassii*, green and *Picea Sitchensis*. Sitka Spruce will be harvested. Likewise collectors in Michigan and Minnesota report good crops of *Pinus Banksiana*, Jack Pine. Colorado collectors give good reports of *Pinus ponderosa* and Douglas Spruce, Gray. Southern collectors state the crops of *Pinus palustris* and *Pinus laeda*, Loblolly Pine will be somewhat short, but they hope to be in a position to very near supply the demand.

Unfavorable reports came in from the northern parts of South Dakota. Collectors advise that the crop of *Picea canadensis* will be a total failure as late June frosts blasted the entire crop.

Taking conditions in general, the crop, however, should be a fine one as the wet weather is helping to mature the seeds.



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United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance.....	\$1.00
Six Months .....	.75
Foreign Subscriptions, in advance.....	\$1.50
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the date  
of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by the  
Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen  
and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Flourtown, Pa., and should be mailed to arrive not  
later than the 25th of the month.

*Entered in the Post Office at Rochester, N. Y., as second-class matter.*

Rochester, N. Y., August, 1915.

The greatest problem the nurseryman  
**ADVERTISING** has to solve is advertising. The only  
thing he does know for sure is that he  
must advertise in some form or other, whether it be by  
catalogue, magazine, or some other way among the many  
methods. If there is one subject that it is really essen-  
tial to have a decided opinion upon it is this. Yet there  
is no subject quite so difficult to determine the right  
course.

Advertising men will lay before him convincing argu-  
ments in favor of their own ideas, but they do not stand  
to lose cash if they fail, as does the nurseryman who  
foots the bills.

The nurseryman usually knows his goods but nine  
times out of ten he does not know people as well as his  
plants and very often the reverse is true of the advertis-  
ing man, who may know the people but does not know  
the nurseryman's stock in trade.

To illustrate this more fully, the nurseryman and the  
florist to the advertising man are about one and the same  
thing, and yet the florist usually sells a finished article,  
while the nurseryman only sells one of potential value.

Out of the chaos of conflicting opinions and ideas on  
the subject, the one fact stands out plain. Advertising  
in some form or other is essential.

There are no specifics to fit all cases. It is really up to  
the proprietor or manager to figure out what policy or  
scheme is best suited to his particular business and then  
get the best advice possible as to the method.

It would be difficult to prove that the most unsatis-  
factory advertising in immediate returns was a complete  
failure. There is a cumulative value that cannot be meas-  
ured and as most advertising falls short of expectations  
in immediate results, plans should be laid so as to get  
the best value in publicity, even if immediate returns in  
orders are not secured.

To do this it must be consistent and persistent. The  
field being so large, and the ramifications and phases of  
so numerous, that the opportunities to throw away for-  
tunes on futile advertising are many: so that it follows  
the best way is to have a defined policy which will ham-  
mer away at one thing, even if it is only the publicity of  
the name of the nursery.

If we look over the field of effort in these lines there  
comes to mind nurserymen who have made a success by  
advertising specialties. It may be roses, fruits, stock,  
service, low prices, quality, Iris, or any other wedge that  
can be pounded in the public's memory.

## PRUNE OUT UNPRODUCTIVE WOOD

It may not be feasible for the aver-  
age nurseryman to establish an elab-  
orate system to determine the cost  
of the plants he raises, but it is not  
such a difficult matter to find out the  
amount of his overhead expenses. Those fixed charges  
that are always there in poor seasons as well as good  
ones. With a knowledge of these and his acreage he  
can very soon arrive at what his ground has to produce  
per acre before he can begin to think about profits.

With this information in hand he will soon find out if  
some of his acreage is not being worked at the expense of  
the other, and if this occurs too frequently it means a  
loss and drag on the business that is hard to overcome.  
Too often many lines are carried that never do pay, so  
that other branches or acreages of his nursery have to  
support them and make good their annual loss. Prune  
out the dead wood in the business as well as the plants.

It will perhaps be impossible to make every acre or  
item pay every year but it will not be so bad if you know  
just which they are and whether they are carried for  
prestige, advertising accommodation or any other reason.  
Any reason is better than ignorance of the fact that they  
are a losing proposition. Too often a block is kept going  
because it looks possible to sell stock out of it, or at any  
rate it seems too good for the brush pile, but the point  
to be quite sure of is it paying overhead expenses. If  
not, there should be no hesitation in cleaning it out and  
either dropping it entirely or putting something in its  
place that will pay. There is nothing like lean years and  
business depression to start the business men investigat-  
ing as to just what is paying and what is not. The  
present is a good time to prune, because when times are  
booming unproductive wood is more likely to accumulate  
than in times of depression.

## NURSERY OFFERED FOR SALE

Mrs. Rachel R. W. Jones, executrix, is offering for sale  
the business of the Union County Nurseries, Est. of  
Hiram T. Jones, deceased, Elizabeth, N. J., with or with-  
out the real estate, on such terms as may be required by  
the exigencies of the character of the business.

Inventory and synopsis of business furnished upon re-  
quest.

This is a rare opportunity to secure a going business  
at one of the best locations in America.



## TRANSPORTATION REPORT

*By Charles Sizemore, Chairman of Transportation Committee.*

## UNIFORM CLASSIFICATION OF FREIGHT

*Extract from report of the Interstate Commerce Commission*

"This subject is a question of great public interest, and it seems to be generally conceded that any effort to establish uniformity in classification ratings involves changes in rates upon practically all commodities moving under class rates. It would be revolutionary to establish it at once and it can be brought about only in a very gradual way. About 65 per cent. of the recommendations of the Uniform Classification Committee have now been incorporated in the several classification publications.

The Commission has recommended in the past that it be given authority to require uniformity in classification matters. Bills proposing to confer that authority were considered in the last Congress. If the Commission had that specific authority, it could be exercised in such a way as to hasten the adoption of uniformity in those features as to which uniformity is most desired and as to which uniformity is conceded to be desirable, and, at the same time, in such a way as would not injure the interest of shippers or carriers."

## LOSS AND DAMAGE TO FREIGHT

*From Report of the Interstate Commerce Commission*

"Loss and damage to freight represents an economic waste, and the payments therefor increase the cost of transportation. For these and other reasons it follows that it is to the interest of the carriers, the shippers, and the general public that loss and damage to freight be reduced to a minimum. This can be accomplished only by ascertaining and removing the causes. Steps in this direction have been taken by the American Railway Association and the Freight Claim Association, and the Commission will lend its support to these efforts."

## WHO IS RESPONSIBLE FOR FREIGHT CHARGES:

Some nurserymen state they have been called upon to pay charges on shipments after they had been delivered to consignee at destination. This is a mooted question, but the Interstate Commerce Commission, also various courts, have ruled that someone is responsible to the carriers for freight charges, and if not collected from consignee they may be collected from the shipper.

The following on this subject by the "Traffic World" may be of interest to Association:

Consignee's Liability for Freight Discharged by Action of Carrier.

PENNSYLVANIA.—Question: "We have just had freight bill presented to us covering a shipment which we made October 29, 1913, to one of our customers in the South to whom the transportation company made delivery of shipment, evidently extending them credit covering the charges. On March 16, 1913, consignee entered into bankruptcy and today our local agent presented freight bill to us for \$70 covering charges, requesting us to pay same, as they have been unable to collect from consignee.

While we are aware that the Interstate Commerce Commission holds that both the consignee and consignor are responsible for the charges, we are of the opinion that, owing to the fact that this matter was not referred back to us within a reasonable time, in fact, not until after the consignee had entered into bankruptcy, that we should not now be held responsible for these charges. Will you advise if there have been any decisions on similar cases?"

ANSWER:—It is the established purpose of the Interstate Commerce Commission act to require common carriers to collect, and shippers or consignees to pay, on all shipments covered by the interstate law the exact amount covering such shipments as is fixed by the schedule of rates filed with and approved by the Interstate Commerce Commission. Neither does this act prohibit the carrier from giving credit to a consignee in whole or in part for carrying charges. On the other hand, while the law does not impose the duty upon the carrier to collect the freight from the consignee, and the consignor may become liable for it when the consignee refuses to pay, yet the carrier may forfeit its right to resort to the consignor by showing a purpose to rely wholly upon the personal responsibility of the consignee. The taking of a promissory note from the consignee payable at a future date, or arranging to extend the time for payment or opening an account with the consignee extending credits covering present and past freight charges, have been construed as new contracts between the carrier and the consignee by which the former has forfeited its right to resort to the consignor. Further, the Interstate Commerce Commission holds that carriers must not necessarily delay the time in which to demand payment of undercharges, and this rule logically holds good in the matter of paying the original freight bill. For a carrier to delay one and a half years in the collection of a freight bill from the consignee, and thereafter attempt to collect the same from the consignor only by reason of the consignee's bankruptcy, in our opinion, indicates such a purpose to rely upon the personal responsibility of the consignee so as to forfeit its right to collect from the consignor."

## PREPAYMENT OF FREIGHT CHARGES ON NURSERY SHIPMENTS:

Complaints are still made about the carriers refusing to accept shipments unless charges are prepaid.

For the future benefit of the nurserymen desire to call their attention to Rule 34, Section 2 Western Classification, Rule 16, Section 2 Official Classification, Rule 34 Section 2 Southern Classification, and Rule 29 Illinois Classification, which read as follows:—

"Freight on which prepayment is required may be forwarded on guarantee of the shipper that all charges will be paid at destination. The guarantee must be written on the face of Bill of Lading and full explanation made on the way-bill. Agents must not accept guarantee from transient or irresponsible shippers, and in case of doubt, must apply to General Freight Department for instructions."

From this you will note it is not necessary to prepay charges but simply guarantee them as formerly. If any trouble along this line in future, simply call the railroad agent's attention to the above rule.



## POOR FREIGHT SERVICE:

Wisconsin nurserymen make complaint that freight service is very poor, stating that locals are only run every other day and desired to know if the Transportation Committee could take the question up with the carriers.

Advised them that such service has been put into effect in various states as one method of rigid economy adopted by the railroads and did not believe it was a question for the Association but should be handled by the nurserymen in those states through the Public Service Commissions.

## TREE SEED:

In Official Classification territory apple seed and various other tree seed, excepting peach seed, are billed as first-class. Have taken up with both the Official and the Uniform Classification Committee and believe that in the near future the rating on apple and other tree seed will be given a third class rating the same as in Southern and Western territory.

## DUNNAGE OR PRESERVATIVE ALLOWANCE WHEN IN THE BODY OF CAR WITH BULK SHIPMENTS IN CAR LOADS:

Most nurserymen are somewhat familiar with this question which has come up during the past two years. The railroad companies have been trying to get away from the dunnage or preservative allowance, but in cancelling some of their rules wherein a certain amount was allowed free, they have conflicted with the provisions of the various classifications, and especially in the Western and Southern territory. While it is true, any excess weight of dunnage or preservative above the minimum will be carried free or refunded in ease claim is filed, the Transportation Committee still takes the view that it would not be wise policy on the part of the nurserymen to agitate this dunnage question very much as it would, no doubt, result in the end to an increase in the car load minimum. Remember, this refers only to dunnage or preservative in body of car and not to ice in bunkers, which has always been carried free if left in the car.

Extracts from following letters from Mr. Pitkin and railroad men to the writer explain how the railroads construe it:—

(Letter from Mr. Pitkin):

“When I was at the Kansas City meeting December 9th and 10th, I heard some discussion in relation to the allowance for the weight of straw and packing material used in bulk carloads, and on my return asked the Division Freight Agent of the New York Central at Rochester to give me some information, and he replies today that he has carefully examined the official Western and Southern classification and fails to find where any allowance is authorized. Can you give me any further information?”

(Letter from Traffic Department M. K. & T. Ry. Company)

“Answering your letter of March 6th, in regard to the cancellation of the dunnage allowance: The lines operating west of the Mississippi River some time ago decided, effective September 15, 1914, to cancel all dunnage allowances of the character described, and the cancellation was made effective on the date set. If dunnage is used, the transportation

charges thereon will be based on the rate applying on the commodity transported.”

“Rule 29 of the current Western Classification to which you have referred has reference only to shipments of freight in carloads moving under refrigeration, and reference to ice or other preservative is intended to cover only such preservatives as may be necessary to protect shipments of the class requiring refrigerator service. The rates on this class of traffic have been so constructed as to include the cost of carriage of the ice. The shippers are not going to load ice in excess of the amount actually necessary to properly preserve the shipments, because of the cost of the ice.”

(Letter from Traffic Department, St. Louis & San Francisco Ry. Co.):

“The dunnage proposition has been fully considered advisable to cancel same, which was accomplished effective September 15th, 1914. On and after that date our freight charges have been based on the gross weight of contents of car.”

## LOWER MINIMUM IN WESTERN CLASSIFICATION:

Succeeded during the year in securing a graduated minimum on trees in Western territory, which starts in at 14,560 pounds, and gradually increases according to the length of the car. This is much better than the old minimum of 16, 20 and 24,000 pounds, and to fully understand the benefit of this change, nurserymen should compare the old minimums with the new.

## INCREASE IN OFFICIAL TERRITORY CAR LOADS FROM FIFTH TO FOURTH CLASS:

The change by the Official Classification Committee effective June 1st from fifth class to fourth car load lots is the *most vital* question that has affected the nurseryman for several years, and if such an increase cannot be suspended and cancelled, it is the opinion of the Transportation Committee that it will only be a stepping stone for the other classifications to do likewise. As you know, the carriers in Official Classification territory were granted a 5 per cent. increase by the Interstate Commerce Commission and this new increase averaging about 25 per cent. or possibly a little higher, the nurserymen can readily understand how this will affect them in future.

Mr. Pitkin, with other nurserymen in the Official territory, appeared before that Committee and endeavored to have such advances cancelled, and one of the questions that was put to Mr. Pitkin was that the nursery minimum was too low already for a fifth class rating.

From railroad sources, also learn that the carriers are objecting to the 16,000 pound minimum in that territory on nursery stock shipments and this should be another reason to the nurserymen why the dunnage or preservative allowance should not be agitated or taken advantage of by the nurserymen when all railroad men are agreed that it was through a technical error that it was allowed or is in the classifications today.

No doubt, many of the nurserymen will recall that the Transportation Committee, in reducing the minimum from 20 and 24,000 pounds years ago to the 14,500 and 16,000 minimum as at present, that it was done on their representation that it was almost impossible to load one car in twenty-five with 16,000 pounds of bulk trees. If



the cars run 3 or 4,000 pounds above the minimum, and the nurserymen file claims for the amount, which, in some cases will run from \$7.00 to \$20.00 on account of dunnage, do not see how they can expect to still maintain the low minimum which prevails at present.

The Transportation Committee took the matter up with the Interstate Commerce Commission with a view to having such advances suspended, but on simply the informal complaint they declined to take action. Their letter is herewith reproduced in full:—

May 29, 1915.

"Referring further to your letters of the 19th and 26th ultimo, and acknowledging receipt of yours of the 1st instant, you are advised that the Commission declined to suspend the operation of item 4, page 9, supplement 15 to Official Classification No. 42, Agent R. N. Collyer's I. C. C. O. C. No. 42, which becomes effective June 1.

doubt, nurserymen in general know that it will not be such a hard matter to load 18 or 20,000 pounds in 36 foot cars as it was years ago when cars were made smaller, a number of them being 32 and 34 feet.

During the past 60 days railroad officials in the Southwestern territory have called upon the Transportation Committee for figures showing the amount of loss and damage claims filed by the nurserymen, stating that reports were coming to them that the nurserymen were collecting large amounts from the carriers on account of loss and damage, and this is, no doubt, going to be one of their reasons for trying to advance the rates in this and Southern territory.

The above briefly represents about what has and is likely to take place in regard to transportation affecting the nurserymen during the past year, and in the near future.



*The new Storage and Office Building of Wick Hathaway, Madison, Ohio. It is equipped with all the latest improvements and made necessary by Mr. Hathaway's rapidly expanding trade. He has now one of the largest, most up-to-date, exclusive small fruit nurseries in the country.*

It is the view of the Commission, upon consideration of the matter now before it, that it should not exercise its authority to suspend in this instance. The fact that the Commission has not suspended the new schedule carries with it no expression of approval and is without prejudice to the right of any one to challenge in a formal proceeding the reasonableness of the schedule protested against."—C. B. McGinty, Sec'y Interstate Commerce Commission.

The Transportation Committee will now place this on the Official Classification docket for the September hearing, and will endeavor to secure a fifth class rating with slightly higher minimum. If necessary, believe we should accept a 20,000 minimum rather than the 16,000 minimum and the fourth class rate. The Transportation Committee will want a great deal of information from the various nurserymen, especially as to the value and actual weight of car load shipments, which information will be necessary to present to the Classification Committee. No

#### RHODODENDRONS At the Arnold Arboretum

In the Bulletin issued April 28th attention was called to the damage which the Rhododendrons in the Arboretum had suffered during the winter, and it was suggested that it was caused by the severe drought of the autumn, followed by the unprecedented drought of March and early April, and not by cold which had not been exceptional. The Arboretum Rhododendrons certainly suffered from drought, but dryness alone will hardly account for such a destruction, for in other places near Boston plants in much drier and more exposed positions than those in the Arboretum are reported to have come through the winter uninjured. Some of the plants which were killed here have been twenty-five or thirty years in the country. These plants were grafted on *Rhododendron ponticum*, a plant which is not hardy here and is therefore not a suitable stock for Catawbiense hybrid



Rhododendrons to be grown in this climate. It is well known that these old grafted plants often lose large branches from what gardeners call "canker," and it is not impossible that the old plants killed in the Arboretum have been gradually failing for several years from the influence of the stock on which they had been grafted, and were therefore susceptible to extreme climatic conditions. This view is borne out by the fact that when plants of a particular kind were killed and others of the same kind were not killed it was always the oldest and largest plants of the variety that suffered. It has generally been supposed that it was the cross with *R. arboretum* and other Indian species which has made so many of the varieties of *R. catawbiense* tender in this climate, but some of the varieties which show in their bright red flowers this influence, like *Atrosanguineum*, *Charles Dickens*, and *H. W. Sargent* are uninjured, while many of the pale-flowered kinds like *Lady Grey Egerton*, *Mrs. H. S. Hunnewell* and *Delicatissimum* have been killed. The last is a hybrid between *R. catawbiense* and *R. maximum*, and for the last thirty years has been considered one of the hardiest and most desirable of the Rhododendrons which have been planted in New England. Plants of the following *Catawbiense* varieties have been killed in the Arboretum, but of the varieties marked with a star one or more, but not all the individuals in the collection, have been killed. On many plants which have not otherwise suffered the buds have been killed or injured. \**Adolf*, *Alarich*, *Albin*, *Alfred*, \**Atrorubrum*, \**Bismarek*, *Bluebell*, \**Butlerianum*, *Ciree*, *Daniel*, \**Delicatissimum*, \**Diana*, *Duchess of Connaught*, *Earl of Shannon*, *Egge*, *Elysium*, *Fee*, \**F. L. Ames*, \**F. B. Hayes*, \**Hanna Felix*, *Herkules*, *Jay Gould*, \**King of the Purples*, \**Lady Grey Egerton*, *Madame Wagner*, \**Marquis of Waterford*, *Mum*, \**Mrs. Harry Ingersoll*, *Mrs. H. S. Hunnewell*, *Mnemoisyne*, \**Prometheus*, \**R. S. Field*, *Salmonum roseum*, *Sir H. Haverloek*.

**RHODODENDRON CAUCASICUM.** On the whole the different forms of *R. caucasicum* have come through the winter in comparatively good condition. The plants of the varieties *Cleo* and *Ochroleucrum* have been killed, and the flower-buds of a few others have suffered. The following varieties, however, are uninjured or have suffered only slightly: *Boule de Neige*, *Coriaceum*, *Jacksonii* and *Mont Blanc*.

**THE RAINFALL OF RECENT YEARS.** Whatever may have been the cause of the death this spring of so many Rhododendrons the small rainfall of the last seven years must account, at least in part, for the generally poor con-

dition of Rhododendrons in eastern Massachusetts for the death in this part of the country of many old Oaks and other native trees in the woods, and for the great number of dead branches on many native Ash trees, even on young trees which should be healthy and vigorous. It is interesting, therefore, to study in this connection the statistics of the rainfall in recent years on the watershed of the Sudbury River in Massachusetts, about twenty miles from Boston. For the following figures the Arboretum is indebted to Mr. Desmond Fitzgerald of Brookline. During the years 1875-1903, inclusive, the average rainfall on the Sudbury basin was 46.34 inches; from 1904-1914 the annual average rainfall was, however, only 40.79 inches, or an annual deficit of 5.55 inches. During the seven years from 1908-1914 the annual average was only 39.24 inches, or an annual deficiency of 6.76 inches as compared with the period from 1875 to 1907, that is, the loss of rain in the past seven years is rather more than the entire rainfall of one normal year; and, moreover, in these seven years there has not been a single year of normal rainfall.

**RHODODENDRONS IN THE UNITED STATES.** In some years, when conditions are comparatively favorable, Rhododendrons flourish in this climate; in other years when conditions are less favorable they suffer. Compared with these plants as they grow in England and Scotland Rhododendrons are never really successful here. This is not a climate for Rhododendrons, that is for the sort of Rhododendrons European nurserymen usually propagate and send to this country. It is true some of them can be kept alive here for a great many years but they require special care. The soil in which they grow best has to be specially prepared for them; they require shelter from the sun of early spring, and a great deal of moisture. Of late years they have suffered terribly from the attacks of the lace-wing fly which turns the leaves brown and makes them fall prematurely, thus weakening the plant. Rhododendrons, like many other plants of the Heath Family, cannot grow in soil impregnated with lime; they are not hardy very far north of Boston, and south of Philadelphia, except in the elevated regions of the interior, it is too hot for them in summer, so that the region in the eastern states where these plants can be grown at all is not a large one. Here in eastern Massachusetts there are only four species of broad-leaved evergreen Rhododendrons which are perfectly hardy; these are the native *R. maximum*, *R. catawbiense* from the high slopes of the southern Appalachian Mountains, *R. carolinianum* from the same region, and *R. Smirnowii* from the Caucasus,

“THE MONTHLY SUMMARY OF COMMERCE AND FINANCE” FOR MAY 1915, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	MAY—				ELEVEN MONTHS ENDING MAY—					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut....	124	2,534	351	2,448	288,629	1,823,198	216,071	2,091,142	255,673	2,374,820
.....                  { free.....		2,907	.....	1,175	.....	5,793	.....	14,693	.....	16,750
All other.....                  { dut....		109,922	.....	55,422	.....	1,357,570	.....	1,456,274	.....	1,336,000
Total.....		115,363	.....	59,045	.....	3,186,561	.....	3,562,109	.....	3,727,570



and if we can hope for a race of hybrid Rhododendrons better suited to the conditions of the New England climate than any we now possess, it will be obtained by mingling the blood of these four species and by excluding entirely the blood of the Himalayan species to which the garden Rhododendrons of Europe owe a large part of the brilliancy of their flowers.

**RHODODENDRON SMIRNOWII.** This is a plant from which a good deal may be expected. It has been growing in the Arboretum for several years and has not suffered from cold or drought. When, however, the plant is fully exposed to the sun the leaves often droop and their edges infold, and it does better in partial shade. The leaves are pale grayish green above and below are thickly covered with pale felt which successfully protects them from the attacks of the lace-wing fly. The flowers are of good size and of pleasant shades of pink or rosy pink, and are borne in large clusters. As compared with the dark green leaves of *R. catawbiense* those of this plant are less attractive, but the flowers are much more beautiful in color and are equally large. Several hybrids of *R. Smirnowii* with varieties of *R. catawbiense* have been raised in Europe, and there are a few of these in the Arboretum collection. They have proved to be good garden plants here, flowering earlier than *R. Smirnowii* and producing larger pink flowers; they have never been injured in the Arboretum, but as there is only a trace of the felt left on their leaves they will probably suffer from the lace-wing fly. *Rhododendron carolinianum* is said to have suffered last winter in a few places near Boston, but it was uninjured in the Arboretum and in several other Massachusetts gardens. It is the most beautiful of the dwarf small-flowered Rhododendrons which can be grown in this climate and may prove valuable to cross with other species. It has now been out of flower for more than two weeks. *Rhododendron Smirnowii* is now at its best. The flowers on *R. catawbiense* are just opening, and those on *R. maximum* will not be out for another fortnight. The flowers of a few of the Catawbiense hybrids are in bloom but most Rhododendrons are late this year, and many of them are only beginning to show the color of their flowers through the opening bud-scales.

basis, and if you will examine the retail catalogues of a number of the leading nurseries in the United States, you will find the prices for a given plant or grade are very much the same.

You will find the following table a basis for retail prices. This table is not intended to be used arbitrarily but to give the nurseryman, when making his catalogue and fixing his prices, a system by which he may arrive at uniform prices according to the value of the stock.

It is for the individual nurseryman to fix his own prices according to the way in which he does business. Some nurseries make separate charge for packing, while others include it in the price of the plants, especially to the retail trade. Then again, the class of trade to which he is catering will have a bearing on the grade and kind of stock which he grows, so that he will have to lower or raise his scale accordingly.

#### BASIS OF RETAIL PRICES.

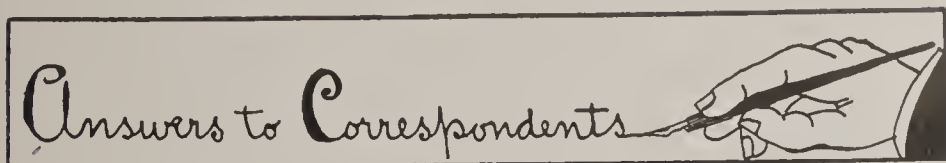
Shrubs that propagate very easily and produce saleable plants in very short time. Hard wood cuttings, such as Willows	18-24 in. @	.25	
	2-3 ft. @	.30	
	3-4 ft. @	.35	
	4-5 ft. @	.50	
Plants raised from soft wood cuttings, seed, layers fairly common and easy to grow, such as Weigelas, Spiraeas, Deutzias and Hydrangeas.	18-24 in. @	.25	
	2-3 ft. @	.35	
	3-4 ft. @	.50	
	4-5 ft. @	.75	
Small growing shrubs, such as Deutzia gracilis, Berberis Thunbergii, Hypericum, etc.	12-18 in. @	.25	
	18-24 in. @	.35	
	2-2½ ft. @	.50	
	2½-3 ft. @	.75	
Choice Hard wooded and evergreen shrubs such as Azaleas, Rhododendrons, Magnolias, Japanese Maples, Osmanthus, Ilex etc.	12-18 in. @	1.50	
	18-24 in. @	2.00	\$1.00
	2-2½ ft. @	2.50	to
	2½-3 ft. @	3.00	\$2.00
	3-3½ ft. @	3.50	per
	3½-4 ft. @	4.00	foot
	4-4½ ft. @	4.50	

Common, quick-growing Evergreens, such as Arbor Vitae, Norway Spruce, Common Pines, etc.

Choice slow-growing evergreens	\$1.00 per foot
Very slow-growing and rare	\$1.50 to \$2.00 per foot
Quick-growing trees	75c per inch
Medium-growing trees	\$1.00 per inch
Hard Wooded trees, such as Norway Maple, Oriental Plane and common Oaks	\$1.25 and \$1.50 per inch 3 inches and up at \$2.00
Rare trees	\$2.00 per inch
Magnolias	75c per foot

Have an X grade priced as above XXX grade priced one size in advance.

The nursery doing both wholesale and retail really has three sets of prices: a retail price for the customer buying a single plant, a wholesale price where stock is pur-



A nurseryman writing to "The National Nurseryman" inquires as follows:

"What is a fair price for a plant or tree, when one is quoting to a retail buyer, owner of a city backyard, or the owner of a large estate, a landscape gardener, a florist or a farmer. To me it seems a real chaos. If you think the subject of enough importance I should be very glad if you would give your opinion in the columns of "The National Nurseryman."

It is very true there is still entirely too much variation in the prices of nursery stock, largely due to the fact that it is so difficult to arrive at actual cost of production. Then again the cost of production varies so much, according to conditions, which are constantly changing.

Prices, however, have settled down to a fairly common



chased in quantity as in the case of the man with a large private estate, and a trade rate which is only granted to those in the trade, who buy to sell again.

It stands to reason that a larger price will have to be asked for a single tree than for the same grade by the ten or hundred, so that it is very necessary to have a quantity rate for those that buy in quantity. This, however, should be kept well above the trade rate.

It is very true that many growers and nurserymen have not drawn the lines very sharply between a retail, wholesale and trade customer, but the nursery interests are yearly growing closer together and the trade as a whole is beginning to realize that fixed rules in regard to prices are very essential for the welfare of the business.

The nurseryman who has a fixed and honest policy in regard to prices, drawing the line very sharply between the trade and the retail buyer in whatever guise the latter may appear, will ultimately build a business on a firmer foundation and will be more successful than the one who has no fixed policy on this subject.

Monroe, Michigan, July 17th, 1915.

Editor The National Nurseryman.

Flourtown, Pa.

Dear Sir:—

I would appreciate your opinion regarding the inauguration of the state wide movement to encourage every farmer to plant a family orchard.

Having withdrawn from active work in my large nursery business, several years ago, my time has been spent largely in traveling around the country, and I find everywhere a most deplorable condition.

The invasion of the San Jose scale, some years ago, was the direct means of discouraging the farmer and causing him to neglect his fruit trees and allow them to go into decay. The cold winter, also, the spraying of the infected trees have practically eradicated the San Jose scale, and many of the old apple trees left in the orchard are again coming forth with a new growth. However, only a few good orchard trees are left to tell the story of the scale destruction.

The farm without an orchard is a sad affair. For the lack of an orchard much comfort and enjoyment is lost to the family, and the enhancement of the value and beauty of the farm is greatly curtailed.

Considering these deplorable conditions, I have started a campaign for a state or nation wide movement toward having every farmer plant a family orchard of such fruits as will thrive in his particular locality. The response and encouragement so far received from many prominent people to this orchard movement, is way beyond my expectation. This movement will benefit every farmer, every nurseryman, and every community, as it will add value and attractiveness to innumerable farms, and will stimulate a desire to improve and build up the impaired conditions of thousands of farms which now have a dejected and neglected appearance.

I will appreciate a letter from you commenting, as you see fit, on the value of such work, and on the advisability of encouraging *an orchard for every farm* movement. I feel that the movement is a worthy one, and that some one must start it.

Thanking you for as favorable a reply as you see fit to send me, I am with great respect,

Very sincerely yours,

CHAS. E. GREENING.

There is only one opinion possible regarding such a movement; it deserves every possible help and encouragement and we should like to congratulate Mr. Greening in attempting such an altruistic labor.

To those of us who remember the old farm orchard it seems a positive calamity to be without one. Fancy a boy raised on a farm without an orchard to say nothing about the loss from every other point of view.

We must have the orchards back Mr. Greening so may rapid success attend your efforts, we will help all we can.—*Editor*.

July 15th, 1915.

Editor National Nurseryman:—

We observed last spring a new method of disposing of surplus peach and apple trees. It has been the plan of many nurserymen for past years—too many for the good of the trade—to grow everything possible, not dreaming that all the nurserymen in the universe could ever produce enough to catch up to the planting. Well, we know differently now, but wonder if we shall learn anything by experience, or will some of us continue to grow in such unlimited quantities, that we must, forsooth, resort to the methods above referred to, viz., that of selling trees in ear load shipments by auction. This, too, on the territory where a regular business is always carried on. It is legitimate in a sense, but do conditions ever warrant such efforts to prolong an already deplorable situation in the business, brought on by the attempt to grow everything and sell everything, regardless of price, and utterly ignore the question of the future of the business.

We believe the true interests of all nurserymen can be best subserved by keeping within the limits of our sale possibilities in the growing of our nursery stock. How much better would it be, fair profits to the nurseryman always in mind, should the producer persistently aim to grow no more than he can with reasonable certainty sell. Each man's trade grows gradually year by year, when the consistent effort, backed by fair dealing, is put into the business. Why not, therefore, be content with this gradual but healthy growth? Where is the profit in going to extremes in our growing, and as we see the season's end approaching and a vast amount of stock unsold, become panicky and rush in on the market at auction prices and at less than wholesale prices to the grower, to the detriment of our individual interests for the future and the demoralization of nursery interests in general? Believe us or not, the general good of the nursery trade demands conservatism in production (not after these sorry lessons have been learned only), but all the time and every year, to the end that when we have prosperity in our line, we may reap some benefit from our efforts; when adversity comes to the country we may, by our past conservatism, not be forced to almost give away that which has cost so much time, energy and money to produce. Will the lessons now being



learned be thrown away, or will experience make us wiser? What say *you*, Mr. Editor?

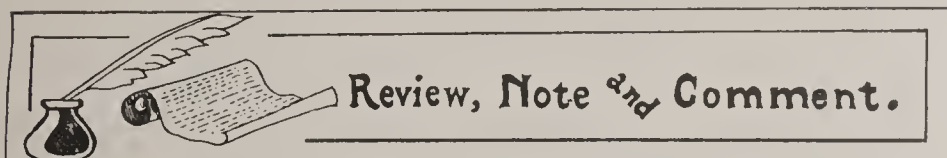
J. B. FLEMING.

There is nothing more demoralizing to a market than dumping larger quantities of stock upon it than the demand can take care of. Everyone knows what happens to values on the stock market when securities are suddenly thrown on to it; a panic ensues. It is just the same with fruit trees, let the feeling, that there is a surplus, above normal demand, get abroad and values drop much lower than perhaps the real conditions warrant.

Fruit, flowers, vegetables sold by auction at just what they will bring, perhaps does benefit the consumer, maybe at the expense of the producer, but even this cannot be said of fruit trees, because they are not a finished product, of potential value only, and the cost of the trees is so small in proportion to the cost of bringing them to a productive stage that they should not be offered in excess of demand.

Mr. Fleming hits the nail on the head when he says:—"We believe the true interests of all nurserymen can be best subserved by keeping within the limits of our sale possibilities in the growing of our nursery stock."

There is every reason to believe that nurserymen are beginning to realize there is more to be gained by co-operation than a selfish desire to win his brother nurseryman's trade by selling at a lower price.—*Editor*.



The nursery business of Chas. G. Curtis, of Callicoon, N. Y., will after July 1, be known as the Chas. G. Curtis Company.

Mr. Curtis has for the past 14 years conducted a very successful business in collecting and growing native plants and trees, making a specialty of Rhododendron Maximum. The business has been increasing very rapidly for several years past.

The new member of the firm is Miss Elizabeth Metzger of Callicoon, N. Y. Miss Metzger is thoroughly acquainted with the business, she having been in Mr. Curtis' office for several years.

The purpose of the new Company is to enlarge the business. One of the main objects is to transplant and grow native plants and trees for the wholesale trade, also to handle all classes of nursery stock, including bulbs, foreign and domestic.

As soon as completed, the new Company will occupy the large building now being erected on Bridge street with yard and packing shed at the west end of the building.

The capital of the Company is \$10,000.

#### MORTGAGEE'S SALE OF THE MANNING NURSERIES

Announcement has been made that on Monday, August 2nd, the property, including the nursery stock, of J. W. Manning, North Wilmington and North Reading, Massachusetts, will be offered for sale to cover an unsatisfied mortgage.

In accordance with certain provisions of the mortgage

deed and since the date thereof, nursery stock placed or grown on the mortgaged premises has been removed from time to time and other nursery stock has been placed upon the premises. All nursery stock upon the mortgaged premises will be included in the sale.

#### ANNUAL MEETING OF THE SOUTHERN NURSERYMEN'S ASSOCIATION

The annual meeting of the Southern Nurserymen's Association will be held at Hendersonville, N. C., with the St. John Hotel as headquarters, on August 25th, 26th and 27th, 1915. Hendersonville is only a short distance from Asheville, and all of that mountain part of western North Carolina is classed as very fine summer resort territory. The rates at the St. John Hotel are averaged \$2.50 per day, American plan, and splendid facilities are offered in this hotel as headquarters for the conducting of a successful meeting.

All Southern nurserymen, as well as others disposed to join, are urged to send to Secretary and Treasurer, A. I. Smith, Knoxville, the annual fee of \$2.00.

A very splendid program is being arranged by the program Committee, and it will be the object of the officers of the Association, as well as the North Carolina nurserymen, to make the meeting a success both as to the program and discussions, and socially. A week spent breathing pure mountain air and drinking pure mountain water, will put the average hard worked nurseryman on his feet for the hard autumn work.

The President of the Association this year is Mr. Milton Moss, proprietor of the Huntsville Wholesale Nurseries, Huntsville, Ala. He is ably assisted by the Vice-president, Ray Simpson, of Monticello, Fla.

Yours very truly,

A. I. SMITH, *Secretary S. N. A.*

#### A SUBSTITUTE FOR BEES WAX FOR GRAFTING

We are in receipt of a sample of Cantol Compounded Bees Wax from the West Texas Products Company, San Antonio, Texas. This Compound wax is made from Cantol Vegetable wax, which they manufacture in south Texas from the plant known as Euphorbia anti-syphilitica. It is claimed this wax is nearly 100 per cent pure, free from foreign matter, and contains only a small amount of moisture. The wax itself is very similar to a pure bees wax, and like bees wax, is made up very largely of higher alcohols, and hydro-carbons. The chemical composition is practically the same; and for the reason of this similarity, it is very easy to modify its physical properties with vegetable oils, which, of course, reduces the melting point, and this adjustment is so happily made, that the melting point and consistency correspond to that of a pure natural bees wax.

The advantage of using the Compounded wax, is that it will always be found to be the same. Much of the bees wax on the market is adulterated with cheap tallow and cheaper paraffine, and hardly any two samples will be found alike. The Cantol Compounded Bees Wax will always be the same, as it is made from a strict formula.

From the look of the samples of the wax it is certainly worth investigating by anyone who uses a quantity as do many nurserymen for making grafting wax.



## ASSOCIATION OF AMERICAN CEMETERY SUPERINTENDENTS

Twenty-ninth annual convention to be held at Minneapolis, Minn., August 24-27, 1915. Thos. Wallis, Chicago, President; Bellett Lawson, Jr., Elmwood Cemetery, Chicago, Ill., Secretary-Treasurer.

## THE STATE BOTANICAL GARDEN MOVEMENT

The several Committees appointed to promote a State Botanical Garden and Arboretum are called to meet during the Texas Farmers Congress, at College Station, on August 3rd, 1915.

A banquet will be served in Mess Hall at 6 to 8.30 p. m. to facilitate the work, and felicitate the workers. This will be an informal dinner served by Mr. Sbisá for our accommodation at a cost of 75 cents per plate. All members of the several committees are urged to be present.

For reservation of plates advise Mr. Fritz Hansel, College Station, or Chairman Jno. S. Kerr, by, or before noon on August 3rd, that you may be properly served.

Not only Committee members, but all those interested in the conservation and development of our Texas flora, both native and exotic, are cordially invited. No further invitations than this publication will be made. You are hereby cordially invited.

### PROGRAM.

Report of General Chairman, Jno. S. Kerr, Sherman, Texas.

Some Requirements of a State Botanical Garden, Dr. I. M. Lewis, Austin, Texas.

Benefits to be derived from a Texas Botanical Garden, F. T. Ramsey, Austin, Texas.

Our Wealth of Native Southwestern Trees, Will B. Munson, Denison, Texas.

My Favorite Native Flower—Five minute voluntary talks by those present. Full expression desired.

My Appreciation of Texas Trees and Flowers—Col. Breckenridge, San Antonio, Texas.

Our Experiments with Native Plants—Lead by Texas Experiment Station Staff.

Committees appointed by the Texas Nurserymen's Association, and joined by kindred organizations are as follows:

Texas Nurserymen's Association. F. T. Ramsey, Austin, Chairman. Edward W. Knox, San Antonio. F. K. McGinnis, Dallas.

State Horticultural Society. Sam. H. Dixon, Houston. L. P. Landrum, Hereford. A. K. Sprague, San Benito.

State Florists' Association. Henry Greve, Dallas. J. B. Baker, Ft. Worth. Mr. Alff, Austin.

State Experimental Stations. B. Youngblood, College Station. H. Ness, College Station. Supt. Stuart, Pecos.

A & M College. Prof. E. J. Kyle, College Station. Prof. Wilmon Newell, College Station. Mr. Fritz Hansel, College Station.

Texas State University. Dr. I. M. Lewis, Austin. Prof. Chas. Winkler, Austin. Prof. F. M. Brally, Austin.

State Agricultural Department. Will B. Munson, Denison. J. S. Rice, Chairman San Jacinto Park Board.

H. B. Beck, L. A., Austin.  
General Committee. Jno. S. Kerr, Chairman. Hon. Ed. R. Kone, Dr. I. M. Lewis, Prof. E. J. Kyle, B. Youngblood, F. T. Ramsey.

JNO. S. KERR, *General Chairman.*

## AMERICAN ASSOCIATION OF NURSERYMEN

**President**—E. S. Welch, Shenandoah, Iowa.

**Vice-President**—John Watson, Newark, N. Y.

**Treasurer**—Peter Youngers, Geneva, Neb.

**Secretary**—John Hall, Rochester, N. Y.

**Executive Committee**—President, E. S. Welch, Shenandoah, Iowa, Chairman; J. B. Pilkington, Portland, Oregon, one year; Lloyd Stark, Louisiana, Mo., one year; J. H. Dayton, Painesville, Ohio, two years; H. B. Chase, Chase, Ala., two years; J. R. Mayhew, Waxahackie, Texas, three years; Theo. Smith, Geneva, New York, three years; Vice-President, John Watson, Newark, N. Y., ex-officio.

### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—L. C. Stark, Louisiana, Mo.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—T. J. Ferguson, Wauwatosa, Wis.

**Publicity**—J. R. Mayhew, Waxahackie, Texas; L. C. Stark, Louisiana, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

**Finance**—J. H. Dayton, Painesville, Ohio; T. J. Smith, Geneva, N. Y.; John Watson, Newark, N. Y.

### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President, J. A. Lopeman, Enid, Oklahoma; secretary, P. W. Vaught, Oldenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurseryman's Association**—President, Walter E. Campbell, New Haven, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaupt, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, J. H. Austin, Antioch, Tenn. Secretary-Treasurer, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



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After January 1st, 1916 a man capable of managing a large nursery. Must have had experience.

Address C. R.

Care of National Nurseryman.

**Correspondent Wanted**—To handle a Retail Agency Business. Must have had experience. Come with a recommend. Opportunity to make good, the best. Reply giving age, salary expected, etc.

To Correspondent, care of The National Nurseryman.

## For Sale

**FOR SALE**—Good nursery, 35 acres actually in nursery, 80 Acre farm. 1¼ Acres residence, Office and Packing grounds in town. Whole, or stock only and land rented. Excellent business, established 19 years with enviable reputation for square dealing. Good reasons for selling.

Address H., Care of National Nurseryman.

## NEW OR NOTEWORTHY FRUITS

H. L. True, Adams Basin, N. Y., is specializing on the June Red Raspberry. This variety originated on the grounds of the New York Experiment Station and is spoken very highly of in the Station's Bulletin 364, July 1913.

"June has now been tested long enough in different parts of New York to fully determine its value. \* \* \* The yield is heavy and well distributed over a long season, which begins the earliest of any of the 70 varieties growing at this Station. \* \* \* The fruit resembles Loudon in color, a bright, handsome red and averages larger than Cuthbert but is more spherical. June ships and holds up in size unusually well throughout the season. Last, but by no means least, June is high quality. We expect to see this variety become one of the most profitable red raspberries grown."

Mr. True reports it has fruited with him for three years. The first picking, June 20th, being 14 days ahead of Cuthbert and so were able to make four pickings while the market for red raspberries was 15 cents per pint, totaling \$9.60 by the crate.

The plants are vigorous, strong growers, canes stocky, upright and almost smooth and very hardy.

## Cherry Trees

We offer for sale our usual supply  
of strictly first-class one year  
and two year

## Cherries



**H. M. Simpson & Sons**  
Vincennes, Indiana



### PLUM BORER FEEDS ON INJURED TREES

The American plum borer, an insect which attacks impartially plum, cherry, peach, and apple trees, has been found by investigators of the U. S. Department of Agriculture, to confine itself entirely to those trees which have received some previous injury. It is, it is said, entirely unable to establish itself upon vigorous, healthy, uninjured trees and for this reason, except in occasional cases, is unlikely to become a pest of more than ordinary importance. It is frequently found, however, on apple trees which have suffered from collar blight.

In order to prevent infestation by the American plum borer a professional paper of the U. S. Department of Agriculture, Bulletin No. 261, recommends the precaution of cutting away the dead bark and painting the wounded area on all injured trees with any non-injurious tree paint. After the borer has once established itself the cutting-out method is the only one that can be followed. When the proper conditions are present the plum borer can do considerable damage, and it is therefore advisable to take precautions against it.

#### MAZZARD AND MAHALEB CHERRY SEED.

We are now booking orders for Mazzard and Mahaleb Seed, of the 1915 crop. Write for prices.

**THOMAS MEEHAN & SONS**

Wholesale Nurserymen, DRESHER, PA.

#### BUNTINGS NURSERIES

OFFER FOR FALL 1915

STRAWBERRY PLANTS 60 varieties of the standard and new market sorts. One and Two years old ASPARAGUS ROOTS. CALIFORNIA PRIVET HEDGE. PEACH TREES.

Send list of wants for prices.

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We offer, subject to previous sale, one thousand bushels of choice, mountain grown peach seed. Our peach seed are collected in the mountain district of Western North Carolina and have given universal satisfaction to nurserymen for a number of years. When in the market write us for quotations. Samples on request.

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**The CONARD & JONES Company,**  
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of yours puzzles you. **REASON:** He knows us and you do not, or he knows us better. If you wish to be as successful, better get our prices, we take care of the quality. Don't delay. We are ready to wait on you.

**KALLEN & LUNNEMANN, Boskoop, Holland**

#### TREE SEEDS

Large assortment of Tree, Shrub and Fruit Seeds for ornamental and forestry purposes. Send for catalogue. **CONYERS B. FLEU, Jr.**

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EVERGREEN BITTERSWEET

Specimen Arbor Vitae, Norway Spruce, and Hardy Phlox  
in best quality, can supply in carload lots, get sample and  
prices.

**ADOLF MÜLLER**

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Norristown, Pa.

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Rhododendrons, Clematis, H. P. Roses, Hardy Azaleas,  
Paeonies, Magnolias, Box Trees, Fancy Conifers, Hydrangeas and  
Shrubs, our specialties at our HOLLAND NURSERIES. Some of  
the goods on hand here during the packing season.

## Peach Trees and Strawberry Plants

all leading market sorts for Fall, 1915.

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## 30,000 One Year Peach

To offer Fall 1915 in good assortment, these are extra  
fine trees, 7-16 and up, mostly in heavier grades,  
nice straight and smooth, good height and  
well branched. Special prices in  
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We offer a large stock of Apple Trees, peach, plum and  
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Cannas, Carnation plants, Dahlias, Dislytra, Gladioli  
Hemerocallis, Iris, Strawberries. The very best.  
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Apricot, Peach, Currants, Roses, Barberry, Thum.,  
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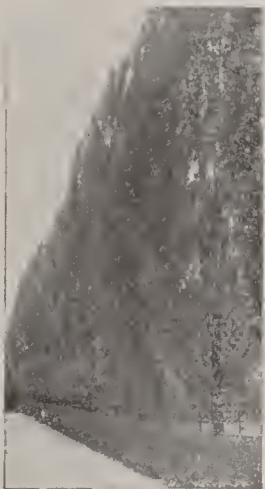
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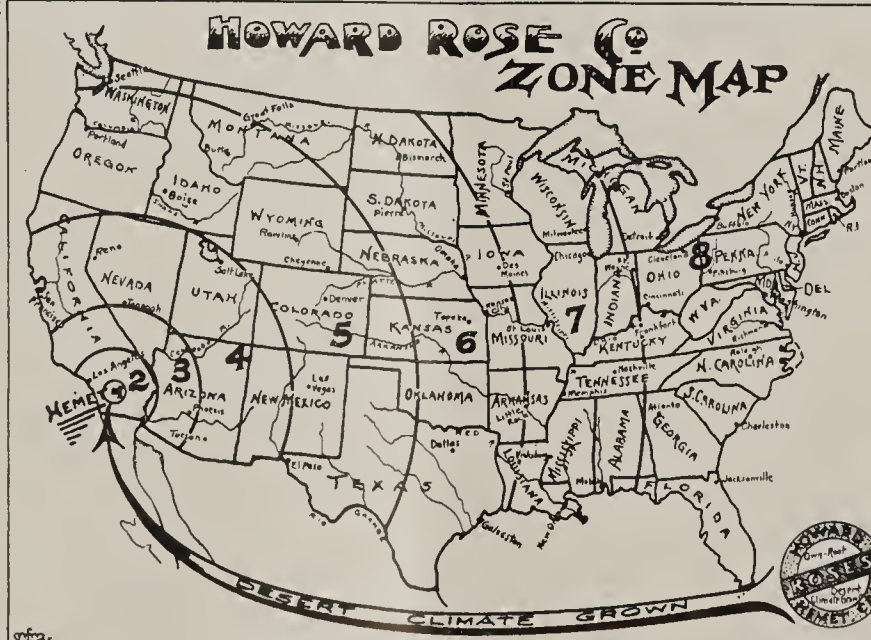
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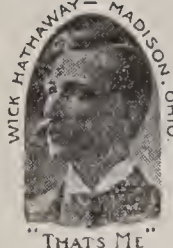
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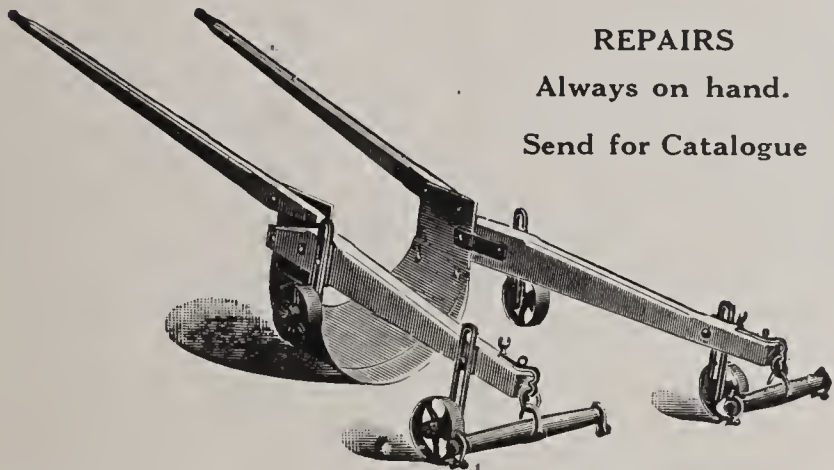
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Jonathan	7,000	Newtown Pippin	1,000
Stark	3,000	Smokehouse	1,000
York Imperial	3,000	Alexander	1,000
Grimes Golden	3,000	Early Harvest	1,000
McIntosh	9,000	Nero	1,000
Yellow Transparent	3,000	Paradise Winter Sweet	1,000
King	2,000	Fourth of July	1,000
Duchess	1,000	Spitzenburg	1,000
Gravenstein	6,000	Fallawater	500
Wolf River	3,000	Northern Greening	1,000
William E. Red	2,000	Talman Sweet	500
Famuse	3,000	C. R. June	500
R. I. Greening	3,000	Wagner	1,000

# Harrison's Nurseries

J.G. HARRISON & SONS PROPRIETORS  
BERLIN MARYLAND

Norway Maples at their best. We have 80,000 in one block.

We own wholly or in part 300,000 bearing fruit trees in commercial orchards in Delaware, Maryland, Virginia and West Virginia. We enjoy the confidence of a large and ever increasing trade.



Our trees succeed everywhere. The brisk winter winds from the Atlantic Ocean make them very hardy. The soil is deep and porous, building splendid root systems. Sell Harrison's Trees. Your customers get full value and you get REPEAT SALES.





# THE NATIONAL NURSERYMAN



SEPTEMBER 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of

*Peach, Gooseberries,  
Currants, Berberis,  
Spirea Van Houtte,  
Other Ornamental Shrubs,  
H. P. Roses, Etc.*

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
MONROE, MICH.

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—Over 100 Varieties.

CHERRY—Leading Sour Varieties.

BLACKBERRIES—Large stock root cutting plants.

GOOSEBERRIES, CURRANTS, RASPBERRIES,

ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

FRUIT TREE STOCKS and GRAFTS.

SEND LIST OF WANTS—

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

**“PLUM SPECIALISTS”**

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

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You want prompt Shipments.

You want to buy where you can get  
a complete line.

We can serve you right.

Let us have your want list.

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The best ever. At Popular Prices.

*Are you getting our Bulletins, quoting a  
long list of Stock?*

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MANCHESTER, CONN.



## For Fall 1915 and Spring 1916



300,000 APPLE, 2 & 3 year, splendid trees

75,000 CHERRY, 2 year, none better

200,000 CHERRY, 1 year, fine

40,000 PEAR, 1 & 2 year

40,000 PLUM, 1 & 2 year, fine

Also large stock of ELM, NORWAY, SUGAR, SOFT MAPLE, CATALPA BUNGI, and a general assortment of other ornamental trees, shrubs, hedge plants, perennials, small fruits, etc.

We can furnish ornamental trees in almost any size wanted.

A fine growing season, a fine lot of stock



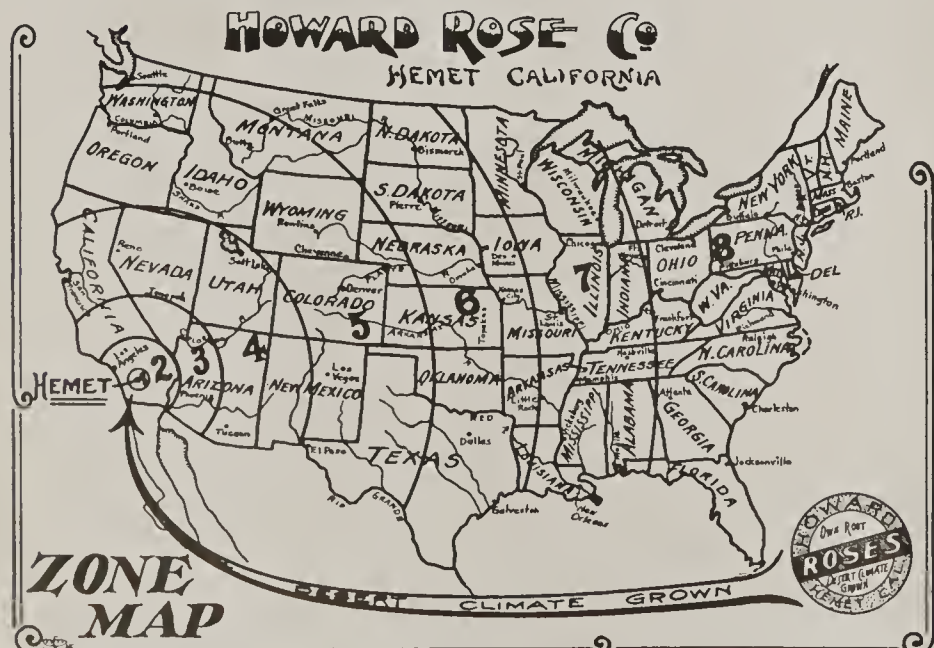
### C. M. Hobbs & Sons

Marion County, - - Bridgeport, Ind.

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For JAN.  
FEB. and MARCH

By Express — Rate  $\frac{1}{4}$ c. per Zone number, Guaranteed not to exceed (i.e. - In 5th. Zone to our prices add  $1\frac{1}{4}$  cents) Send for our prices, on printed stationery, please. By Freight — Via. Cold Storage, Deliveries after Feb. 25, 1916, Only Hard Sorts.



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### From European Nursery Centers.

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Pear, Apple, Myrobolan, Mahaleb, Mazzard Manetti, Multiflora and Quince. Also a full line of Ornamentals for lining out. Best packing and grading. December and February shipments from Vincent Lebretons Nurseries, Angers, France.

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Boxwood (bushes, pyramids, standards, ball-shape, etc.) Roses, Tree Roses, Azaleas, Magnolias, Rhododendrons, Koster Blue Spruce, Evergreens, etc. Fall or Spring shipment from Schaum & Von Tol, Boskoop, Holland.

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Norway and Schwedler Maples, Tiliacs, Oaks, Elms, Chestnuts, Planes, Thorns, etc. Straight stems, good roots, careful selection. Fall or Spring shipment from Union Nurseries, Oudembosch, Holland.

#### HERBACEOUS PERENNIALS

Full list of varieties, also Aquatics, Rock Plants, etc.; low prices. Fall or Spring shipments from Royal Tottenham Nurseries, Dedemsvaart, Holland.

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MANETTI, Gooseberries (Whinham Industry, Whitesmith, Keepsake, Crown Bob, etc.), 2 and 3 years. Fall or Spring shipment from John Palmer & Son, Annan, Scotland.

BAY TREES from Belgium. All sizes, hardy Lilies from Japan, all varieties.

RAFFIA, Red Star, XX Superior, Arrow and AA West Coast Brands. Bale lots or less.

Shipping. We have our own Custom House department, with shipping connections at all shipping ports. We attend to the procuring of permits and all formalities.

**McHutchison & Co.,** The Import House  
17 Murray St., New York



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It will be good Salesmanship to tip off your Customers; that we Americans are just now getting about all the Cream of the Holland Products,—ordinarily shared with Russia, Germany and England.

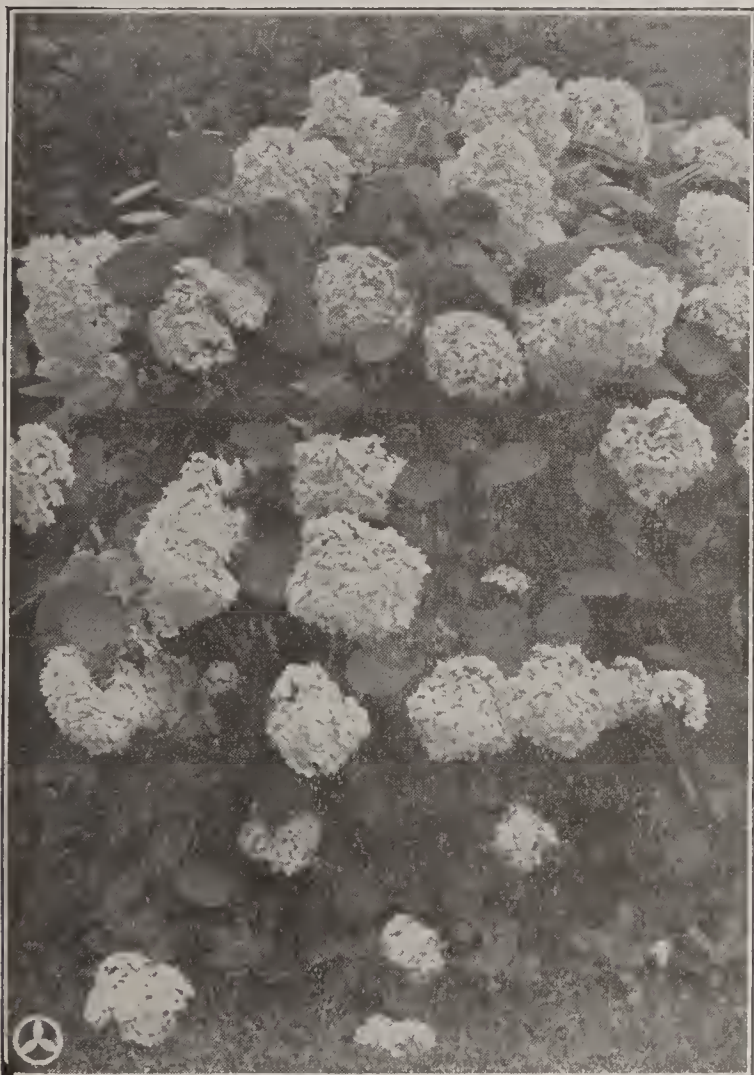
Our growers are among the oldest and largest concerns in the business, and their bulbs invariably give satisfactory results.



Stokesia



A Bed of Tritoma Pfitzeri



"Snowball Hydrangea"

It is now time to urge the ordering of Hardy Perennials for fall planting.

Peonies and Iris are in prime condition for transplanting at once; and our stock of these, and lists of varieties, is unusually strong this year. Our assortment of Hardy Phlox is unsurpassed for showy, pronounced types such as most people want; and with a big stock to draw from, we can fill some big orders. Try us. A full line of other standard perennials.

Our regular year-to-year customers know we are sure to have on hand a fine crop of first quality Fruit Trees, Small Fruits, Etc.; Shrubs of all kinds, Ornamental Trees in immense blocks and many sizes; and our own peerless field-grown Roses. Among the shrubs, we take pride in mentioning specially, our Hydrangea Arborescens and California and other Privets. You can't beat them for quality,—nor scare us with the size of your orders.

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1854

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1200 ACRES  
45 GREENHOUSES





W. VAN KLEEF, Jr., Proprietor.

Nurseries at Boskoop and Waddinxveen

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"NOVA NURSERIES," WADDINXVEEN (Near Boskoop) HOLLAND

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Ampelopsis Veitchi.  
Astilbe Gladstone.  
" Peach Blossom.  
" Queen Alexandra.  
Azalea Mollis, in sorts.  
" Pontica " "  
" Kaempferi.  
Boxwood, bushes.  
" pyramids.  
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Funkia, in sorts.  
Hydrangea Otaksa.  
" pan. gr.  
Juniperus, in all sorts.  
Kalmia latifolia, all sizes.  
Magnolia, all sorts.  
" Yulan.  
" planting size.

Paeonia, in sorts.  
" Duchesse de Nemours.  
" Festiva Maxima.  
" Louis van Houtte.  
" Marie Lemoine.  
Picea, in sorts, all sizes.  
" pungens Gl. Kosteri, all sizes.  
Phlox, all varieties.  
Retinospora, all sizes.  
Rhododendron, hardy.  
" for forcing.  
" American varieties  
Roses dwarf } all the best and  
" standard } newest varieties  
" climbing }  
Thuya, in varieties.  
Wistaria, purple and white.  
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Quality is always our first consideration, your satisfaction is next; when we combine both we are pleased and so are you.

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Fruit Seedlings, Ornamentals, Evergreens

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Home grown, acclimated stock;—the kind you can DELIVER to your customers, COLLECT for, and expect it TO GROW.

Get those ROSES, TREE HYDRANGEAS, DUTCH PIPE, AMPELOPSIS, and CLEMATIS right here at home, without the worry and uncertainty of importing from Europe, to say nothing of the advanced freight and insurance rates, and the extra expense of importing under present war conditions. These are SPECIALTIES with us, and our ability to grow, and to sell, the things formerly imported almost altogether, has resulted in the

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We sell to those in THE TRADE ONLY; we don't compete with our customers.

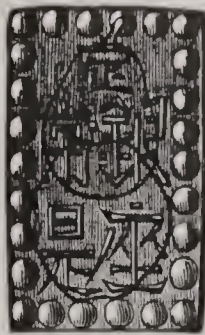
Send us your Want List; or, better, come and see our stock.



## Jackson & Perkins Company

Newark, - New York

## Heikes—Huntsville—Trees



Huntsville  
Wholesale Nurseries  
Huntsville, Ala.

MILTON MOSS, Prop.

We offer for Autumn of 1915  
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### SPECIALTIES

APPLES—Commercial varietles, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
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## Hill's Evergreens

You can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens;

WE want to become better acquainted with you;

Let's get together.

## The D. HILL Nursery Co., Inc.

Evergreen Specialists

LARGEST GROWERS IN AMERICA.

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65TH YEAR

Baltimore Nurseries

## FRANKLIN DAVIS NURSERY CO.,

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We will have an extra fine lot of stock for Fall

APPLE 1 and 2 year.

PEACH

CALIFORNIA PRIVET

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ORIENTAL PLANES—All sizes—also a fine lot of  
Planes for transplanting.

AMERICAN ELMS

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A fine lot of IMPORTED BOX

We can make special prices on Privet and Peach in carload lots.

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## W. FROMOW & SONS

We specialize in Hardy American Rhododendrons and offer all the best varieties with brightest colors, hardiest sorts and largest trusses. They are all grown in open fields on black sand and sandy loam.

We can also offer largely Dwarf, Climbing and Standard Roses. All the newest most popular varieties.

Common Beech and River's Purple grafted Beech to offer in very large quantity. Clean straight stuff and well rooted. Can quote on stock transplanted Spring 1914 or 1915.

Full particulars of the above and other stocks, nearly 300 acres in extent, contained in our wholesale catalogue free on application.

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Headquarters for  
Small Fruit Plants

Strawberries  
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Blackberries  
Dewberries

Currants  
Gooseberries  
Grape Vines  
Privet

Rhubarb  
Asparagus  
Horseradish  
Hardwood Cuttings

1200 Acres "At it 25 Years"  
100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

### W. N. SCARFF

New Carlisle,

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## HORTICULTURE

A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

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Editors of the "H. A." LOWDHAM, NOTTS, ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

### The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc.

Quotations furnished by letter.

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## SEEDLING EVERGREENS

BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmanii Spruce	White Pine
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All sizes. Ask for prices.

SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following **APPLES** in 1-2 in., 5-8 in. and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hiberna, Iowa Beauty, N. W. Greening, Okabena, Patten's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Souland, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

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## We Offer for Fall 1915 and Spring 1916

15,000 Oriental Planes from 1 1/4 to 3 inch caliper

A large stock of Sugar Maples, American Elms,

Carolina Poplars, Lombardy Poplars, Double

Flowering Japan Cherries, Weeping Japan

Cherries, Flowering Apples, Flowering Peaches

Norway Maples, 2 inch caliper and up.

Also a large and complete assortment of Ornamental Trees and Flowering Shrubs. Among our large stock of Fruit Trees we call especial attention to our surplus of:

10,000 Keiffer Pears, 2 and 3 years

20,000 Stayman's Winesap Apples, 11-16 in. and up

10,000 Downing Gooseberries, 2 years. No. 1

200,000 Apples, 2 year buds, fine

## Hoopes, Bro. & Thomas Company

Maple Avenue Nurseries

PHILADELPHIA OFFICE  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.  
Established 1853

**BEFORE BUYING GET THE**

**1915**

**Trade Prices on Griffing's Better Kinds of TREES**

The Quality of Stock, Neatness of Packages, Prompt, Careful Service will Please You.

PECANS, Budded or Grafted Trees.  
PLUMS on plum roots.  
PERSIMMONS, Japanese  
FIGS, leading varieties.  
SCUPPERNONG, JAMES and other grapes.  
MULBERRIES, free from blight and nematode.  
CAMPHOR TREES, small and specimens.  
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AMOUR RIVER PRIVET and other hedge  
PALMS and Tropical Plants both small and specimens  
SATSUMA and other oranges and Citrus Trees.

**GRIFFING BROTHERS**

MACCLENLY, FLORIDA PORT ARTHUR, TEXAS.  
JACKSONVILLE, FLORIDA. GRAND BAY, ALABAMA.



## Shrubs.

The growing season with us this year has been wonderful. Plenty of rain and heat, and this, with the necessary cultivation, has produced for us an exceptionally fine lot of shrubs. We offer in large quantities:—

Spiraea Anthony Waterer	Highbush Cranberry
Persian Lilac	Snowball, Common & Jap.
Spiraea Van Houttei	Mock Orange
Kerria, double	Bush Honeysuckle

Also many other trees and shrubs

## **Japanese Maples.**

We call special attention to our Japanese Maples. We have them in a fine assortment of varieties and sizes. Some extra fine, large specimens.

Send for our Wholesale Trade List

**Thomas Meehan & Sons,**  
Wholesale Nurserymen,  
**Dresher, Penna.**

## **We Are Prepared To Supply The Trade.**

ROSES, FIELD-GROWN. Own roots and budded.  
ABELIA GRANDIFLORA. Transplanted, field-grown.  
BERBERIS JAPONICA.  
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GARDENIAS.  
ENGLISH LAUREL.  
MAGNOLIA GRANDIFLORA.  
MAGNOLIA FUSCATA.  
OLEA FRAGRANS.  
CAMPHOR. (Pot-grown).  
LIGUSTRUM JAPONICUM.  
LUCIDUM, NEPALENSE, and other good varieties, fine bushy plants.  
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BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
BIOTA AUREA CONSPICUA.  
RETINOSPORA. In variety.  
JUNIPERUS. In variety.  
WISTARIAS. Grafted, best sorts.  
APPLES.  
JAPANESE PERSIMMONS.  
ENGLISH WALNUTS.  
MULBERRIES.  
SPIRAEA THUNBERGII. A beautiful lot of stocky plants.  
A fine stock of Hackberries, Koelreuteria, Tulip Poplar, Magnolia Purpurea, Texas Umbrella, Double-flowering Peaches, Sycamore and Elms.  
Send us a list of your wants and let us give you quotations.

**P. J. BERCKMANS CO., Incorporated**  
FRUITLAND NURSERIES AUGUSTA, GEORGIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES SHRUBS  
BERRIES CLEMATIS  
EVERGREENS PEONIES PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete lists and carload lots.

**W. & T. SMITH COMPANY**  
GENEVA, N. Y.  
63 Years 700 Acres

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F. A. TOMKINSON, Prop.

Hammonton, N. J.

Both Phones.

## **Wholesale and Retail**

ST. REGIS, MILLER, KING AND  
WELSH RASPBERRIES. SUPERB,  
STEVENS, GANDY AND DORIS  
STRAWBERRIES. WARD, MES-  
SAURAU, BLACK DIAMOND AND  
HIMALAYA BLACKBERRY. LU-  
CRETIA DEWBERRIES. HOUGHTON  
GOOSEBERRY.

Car lots a specialty.

Prices right.

Let me know your wants.



## The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

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Apple Trees, 2 years, Buds  
Apple Trees, 2 years, Grafts  
Cherry, Peach, Plum, Kieffer Pear,

**GOOSEBERRIES  
GRAPES, RHUBARB**

**Flowering Shrubs. Shade Trees.**

Apple and Pear Seedlings.

**Forest Tree Seedlings**

***J. H. Skinner & Co.***

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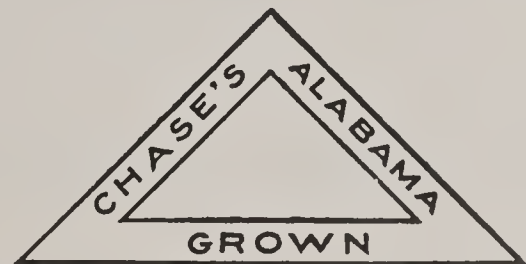


This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

**The Denney Tag Co.**

West Chester, Pennsylvania



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If you did not receive it ask for copy.

**CHASE NURSERY CO.**

Chase, Alabama



## WE GROW APPLE SEEDLINGS

*in large quantities, and can furnish all grades. Our Seedling growing is not a side line-- its our exclusive business. We grow, grade and pack Apple Seedlings-- right. They cost no more than others.*

*If you are not already one of our customers-- give us a trial order-- and see the difference. We spray our stock with Bordeaux.*



*F. W. Watson & Co.,*

*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

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No. 9.

## A MODEL STATE HORTICULTURAL INSPECTION LAW.

*Drafted by Prof. J. G. Sanders, Madison, Wis.*

*Secretary of the American Association of Economic Entomologists.*

NOTE—The parenthetical words and phrases are to be understood as options suitable to local state conditions and usage.

[Bill No.——, Approved ——19——. Chap. or Sec.——, Laws of——]. Be it enacted by the (Legislature) (people) of the state of —— (represented in) (General Assembly) (Senate and Assembly) that,—

*Section 1.*—The following terms as used in (this act) (sections —— to ——, inclusive) shall be construed as follows:—

I.—The singular and plural forms of any word or term in (this act) (sections —— to ——, inclusive) shall be construed as interchangeable and equivalent within the meaning of the act.

2.—The term “person” shall include corporations, companies, societies, associations, partnerships or any individual or combination of individuals. When construing and enforcing the provisions of (this act) (sections —— to ——, inclusive) the act, omission, or failure of any officer, agent, servant or other individual acting for or employed by any person as above defined within the scope of his employment or office, shall in every case be also deemed to be the act, omission or failure of such person as well as that of the individual himself.

3.—The terms “insects” and “plant diseases” appearing in (this act) (sections —— to ——, inclusive) shall be construed to include any stage or stages of development of the aforesaid insects or plant diseases.

4.—The term “nursery stock” shall include all field-grown florist stock, trees, shrubs, vines, cuttings, grafts, scions, buds, fruit-pits and other seeds of fruit and ornamental trees and shrubs, and other plants and plant products for propagation, except field, vegetable, and flower seeds, bedding plants, and other herbaceous plants, bulbs and roots.

5.—The term “nursery” shall be construed to mean any grounds or premises on or in which nursery stock is propagated and grown for sale, or any grounds or

premises on or in which nursery stock is being fumigated, treated, packed or stored.

6.—The term “nurseryman” shall mean the person who owns, leases, manages or is in charge of a nursery.

7.—The term “dealer” shall be construed to apply to any person, not a grower of nursery stock, who buys nursery stock for the purpose of reselling and reshipping, independently of any control of a nursery.

8.—The term “agent” shall be construed as applying to any person selling nursery stock under the partial or full control of a nurseryman, or of a dealer or other agent. This term shall also apply to any person engaged with a nurseryman, dealer or agent in handling nursery stock on a co-operative basis.

*Section 2.*—There is hereby created a board which shall be known as the “Horticultural Inspection Board” of (State), hereinafter called the Board, consisting of three (five) members, two (four) members of which shall be ex-officio members. The third (fifth) member shall be appointed by the Governor for a term of four years. Such third (fifth) member shall be a nurseryman actively engaged in the growing of nursery stock. A majority of the members of the Board shall constitute a quorum. Vacancies occurring from death, resignation, removal or inability to act shall be filled in like manner for the unexpired term. The members of said board shall elect a chairman and shall serve without compensation, but shall receive their actual and necessary traveling expenses incurred in the discharge of their official duties within the provisions of (this act) (sections —— to ——, inclusive). This board is hereby vested with all powers necessary to carry out the provisions of (this act) (sections —— to ——, inclusive).

### APPOINTMENT.

*Section 3.*—The Board shall appoint some person qualified by scientific training and practical experience to be state nursery inspector, hereinafter called the inspector, who shall hold his office during the pleasure



of the Board, and shall strictly enforce the provisions of (this act) (sections — to —, inclusive) as a police regulation of the (state) (commonwealth) under the direction and control of the Board.

#### BOND.

*Section 4.*—The inspector shall file with the Board a bond with security to be approved by the Board in the sum of one thousand dollars, conditioned on faithful performance of his duty. Any person suffering loss occasioned by reason of an act or omission of the inspector and deputies which is deemed to be unjustifiable, may maintain an action upon said bond against the inspector and sureties thereon for such loss, not to exceed the amount of said bond. Indemnity bonds with sufficient sureties running to the inspector and the sureties upon his bond may be required of deputy inspectors.

#### APPOINTMENT OF DEPUTIES.

*Section 5.*—The Board is hereby authorized to appoint or dismiss on the recommendation of the inspector (deputies) (county horticultural inspectors) (district horticultural inspectors) who shall strictly enforce the provisions of (this act) (sections — to —, inclusive) under the direction of the Board, and they are hereby endowed with the same police power as the inspector, and shall be furnished with official badges or other insignia of authority, which shall be carried while on duty.

*Section 6.*—The Board shall have the power to prescribe, modify and enforce such reasonable rules, regulations and orders as may be needed to carry out the provisions of this act, and may publish an annual report describing the various phases of the inspection work, or may publish such other information as may seem desirable concerning the inspection and such insects and diseases as are covered by (this act) (sections — to —, inclusive). Such rules and regulations shall be printed from time to time and furnished free to interested parties.

#### INSPECTOR'S DUTIES AND POWERS.

*Section 7.*—The Board, through the inspector or deputies, shall at least once each year inspect all nurseries and other places in which nursery stock is kept for sale. For this purpose such inspector or deputies shall have free access, within reasonable hours, to any field, orchard, garden, packing ground, building, cellar, freight or express office, warehouse, car, vessel, or other place, which it may be necessary, or desirable for him to enter in carrying out the provisions of this act. It shall be unlawful to deny such access to the inspector or deputies or to hinder, thwart or defeat such inspection by misrepresentation, or concealment of facts or conditions or otherwise.

*Section 8.*—The Board through the inspector or deputies shall have the authority to inspect any orchard; fruit or garden plantation, park, cemetery, private premises, public place, and any place which might become infested, or infected with dangerous or harmful insects, or plant diseases. It shall also have the authority to inspect or reinspect at any time or place any nursery

stock shipped in or into the state and to treat it as hereinafter provided.

#### DISEASED PLANT MATERIAL ON PREMISES.

*Section 9.*—The Board is hereby empowered to prohibit and prevent the removal or shipment or transportation of plant material, and any other material from any private or public property, or property owned or controlled by the state, or any area of the state (commonwealth) which in its judgment contains dangerously infested or infected nursery stock or plant or other material of any kind for such periods and under such conditions as in its judgment seems necessary in order to prevent the further spread of the infestation or infection, giving such notice thereof as may be prescribed by the Board; and during the existence of such order no person shall remove or ship from such area any such material whatsoever, except by special permission or direction of the Board.

*Section 10.*—It shall be unlawful for any person in this state knowingly to permit any dangerous insect or plant disease to exist in or on his premises. It shall also be unlawful to sell, or to offer for sale, any stock infested or infected with such insect or disease.

*Section 11.*—In case the inspector or deputy shall find present on any nursery, or dealer's premises, or any packing ground or in any cellar, or building used for storage or sale of nursery stock, any injurious insect or plant disease, he shall notify the owner or person having charge of the premises, in writing, to that effect, and the Board shall withhold his certificate hereinafter provided for, until the premises are freed from such injurious insect or plant disease, as hereinafter provided. It shall be unlawful for any person after receiving such notice to ship or deliver, or cause to be shipped or delivered, any nursery stock from such aforesaid premises.

*Section 12.*—(1) If the inspector or deputy shall find on examination any nursery, orchard, small fruit plantation, park, cemetery, or any private or public premises infested with injurious insects or plant diseases, he shall notify the owner or person having charge of such premises to that effect, and the owner, or person having charge of the premises, shall within ten days after such notice cause the removal, and destruction of such trees, plants, shrubs or other plant material if incapable of successful treatment; otherwise, cause them to be treated as the Board may direct. No damages shall be awarded to the owner for the loss of infested or infected trees, plants, shrubs or other plant material under this act.

(2) In case the owner or person in charge of such premises shall refuse or neglect to carry out the orders of the Board within ten days after receiving written notice, the Board may proceed to treat or destroy the infested or infected plants or plant material. The expense thereof shall be assessed, collected and enforced, as taxes are assessed, collected and enforced, against the premises upon which such expense was incurred. The amount of such expense when collected shall be paid to and become a part of the fund used to enforce the provisions of (this act) (sections — to —, inclusive).



## APPLICATION FOR INSPECTION.

*Section 13.*—Persons desiring to sell or ship nursery stock shall make application in writing before July 1st of each year to the Board for inspection of their stock. Persons failing to comply with this section shall be liable for extra charges to cover traveling expenses of the inspector.

## IMPORTED STOCK.

*Section 14.*—Every person receiving directly or indirectly any nursery stock from foreign countries shall notify the Board of the arrival of such shipment, the contents thereof and the name of the consignor; and shall hold such shipment unopened until duly inspected or released by the Board. In case any infested or infected stock is discovered in such shipment, the shipment shall be subject to the provisions of (this act) (sections — to —, inclusive).

## NURSERY CERTIFICATE.

*Section 15.*—(1) The Board shall cause to be issued to owners of any nursery in the state after the stock has been officially inspected as previously provided, and found to be apparently free from injurious insects or plant diseases, a certificate signed by the inspector setting forth the fact of such inspection and the number of acres or fraction thereof inspected. Said certificate shall be valid not to exceed one year from (month) 1st. (2) It shall be unlawful for any person to sell, to offer for sale or to remove or ship from a nursery or other premises, any nursery stock unless such stock has been officially inspected and a certificate or permit has been granted by the Board.

## DEALER'S CERTIFICATE.

*Section 16.*—All dealers within the meaning of this act, located either within or without the state, engaged in selling nursery stock in this state or soliciting orders for nursery stock within this state, shall secure a dealer's certificate by furnishing a sworn affidavit that he will buy and sell only stock which has been duly inspected and certified by an official state inspector; and that he will maintain with the Board a list of all sources from which he secures his stock.

## CERTIFICATES TO FIRMS OUTSIDE THE STATE

*Section 17.*—Nurserymen, dealers or other persons residing or doing business outside the state desiring to solicit orders for nursery stock in the state shall, upon filing a certified copy of their original state certificate with the Board, obtain a certificate permitting such persons to solicit orders for nursery stock in this state.

## AGENT'S CERTIFICATE.

*Section 18.*—All agents within the meaning of this act selling nursery stock or soliciting orders for nursery stock for any nurseryman or dealer located within the state or outside the state, shall be required to secure and carry an agent's certificate bearing a copy of the certificate held by the principal. Said agent's certificate shall be issued only by the Board to agents authorized by their principal or upon request of their principal. Names and addresses of such agents shall not be divulged by the inspector or the Board.

*Section 19.*—The Board shall at any time have the power to revoke any certificate for sufficient cause, including any violation of (this act) (sections — to —, inclusive) or non-conformity with any rule or regulation promulgated under (this act) (sections — to —, inclusive).

## MISREPRESENTATION OF STOCK.

*Section 20.*—(1) It shall be unlawful for any person to wilfully misrepresent to any other person the grade, character, variety, or quality of stock in a nursery, or of stock offered for sale by any nurseryman, dealer, or agent, or to make a false declaration of acreage or to cause any concealment of stock from inspection.

(2) Every person selling nursery stock in the state shall, if requested, furnish the Board with copies of his order forms, contracts and agreements with his customers, which are furnished for the use of agents, or customers, or both.

## CERTIFICATE SHIPPING TAGS.

*Section 21.*—Every person who shall engage in the selling and shipping of nursery stock in the state is hereby required to attach on the outside of each package, box, bale, or carload lot so shipped or otherwise delivered, a tag or poster on which shall appear an exact copy of his valid certificate. The use of tags or posters bearing an invalid or altered certificate and the misuse of any valid certificate tag is hereby prohibited.

*Section 22.*—It shall be unlawful for any person to accept for shipment any nursery stock without a valid certificate plainly affixed on the outside of the package, bale, box or car containing the same, showing that the contents have been duly inspected by an official state or federal inspector. In case any nursery stock is shipped in this state, or into this state from another state, country or province, without the aforesaid valid certificate plainly affixed, the fact must be promptly reported to the Board by the person carrying the same, stating the consignor and the consignee and the nature of the shipment.

## APPEAL.

*Section 23.*—(1) Any person in interest or affected by any order of the Board or inspector may appeal therefrom to the Board within five days of the service of such order upon him setting forth in writing specifically and in full detail the order on which a hearing is desired, and every reason why such order is deemed to be unreasonable.

(2) On receipt of such appeal the Board shall with reasonable promptness order a hearing thereon and consider and determine the matters in question. Notice of the time and place of hearing shall be given to the petitioner and to such other persons as the Board may direct. Such appeal shall not suspend the operation of the order appealed from unless so ordered by said Board. All hearings of the Board shall be open to the public.

*Section 24.*—Compensation of inspector or deputy inspectors (a local matter).

## PENALTY FOR VIOLATIONS.

*Section 25.*—Any person violating (any section of this



act) (any one or more of sections — to —, inclusive) or any rule or regulation promulgated under this act, shall be guilty of a misdemeanor and on conviction thereof shall be fined the sum of not less than \$25.00 nor more than \$500.00 for each offense.

*Section 26.*—It shall be the duty of each (District Attorney) (County Attorney) to whom the Board shall present satisfactory evidence of violation of any provision of (this act) (sections — to —, inclusive) to prosecute without delay such violations in the proper court.

*Section 27.*—Appropriations, fees, gifts or other support of the horticultural inspection service (a local matter).

*Section 28.*—(This act) (sections — to —, inclusive) shall take effect and be in force from and after [passage and approval (and publication)] (date).

### SOUTHERN NURSERYMEN MEET

The eighteenth Annual Convention of the Southern Nurserymen's Association was held at Hendersonville, N. C., August 25 to 27th. St. John Hotel being headquarters.

The following program and a good attendance made the convention a very interesting one.

Invocation—Rev. K. W. Cothran, Hendersonville, N. C.

Welcome to Hendersonville—R. N. Willcox, President, The Greater Hendersonville Club, Hendersonville, N. C.

Response—A. W. Newson, Huntsville, Ala.

President's Address—Milton Moss, Huntsville, Ala.

Secretary-Treasurer's Report—A. I. Smith, Knoxville, Tenn.

"The War and Business."—Chas. T. Smith, Concord, Ga.

"The Open Question."—Jefferson Thomas, The Thomas Advertising Service, Jacksonville, Fla.

"Prices."—Miss E. B. Drake, Winchester, Tenn.

THURSDAY MORNING 9 O'CLOCK, AUGUST 26TH.

"Should we dispose of our surplus stock through department stores at prices below cost of production, and what effect will it have on our future sales?"—J. F. Donaldson, Sparta, Ky.

"Pecan Talk."—James Brodie, Biloxi, Miss.

"The propagation of coniferous evergreens from cuttings."—Thomas A. McBeth, Springfield, Ohio.

"What co-operation has done for Catawba County, North Carolina."—W. J. Shuford, Hickory Seed Co., Hickory, N. C.

"Broad-leaved evergreens for the South."—R. C. Berckmans, Augusta, Ga.

"My Method of Propagating Pecans."—W. C. Reed, Vincennes, Indiana.

THURSDAY AFTERNOON, 2 O'CLOCK, AUGUST 26TH.

"Nurserymen co-operating with entomologists."—E. L. Worsham, State Entomologist, Atlanta, Ga.

"A fair deal for the other fellow."—O. W. Fraser, Huntsville, Ala.

"Citrus Canker."—R. C. Simpson, Monticello, Fla.

"Our Agents."—A. I. Smith, Knoxville, Tenn.

"Should the wholesaler help the retailer in disposing of surplus stock this season, and how?"—O. Joe Howard, Pomona, N. C.

"Garden Roses."—Sam W. Crowell, Roseacres, Miss.

FRIDAY MORNING, 9 O'CLOCK, AUGUST 27TH.

"The re-organized National Association."—J. R. Mayhew, Waxahachie, Texas.

"Selected"—E. W. Chatten, Winchester, Tenn.

"Selected"—C. M. Griffing, Macclenny, Fla.

"Address"—Prof. G. M. Bentley, Knoxville, Tenn.

"What they did at the Detroit Convention."—H. B. Chase, Chase, Alabama.

Election of new officers and selection of next meeting place: unfinished business: resolutions: adjournment.

Many of the visiting nurserymen took advantage of the proximity to the Biltmore Estate to inspect the wonderful collection of plants there and were well repaid for their trouble.

### CONNECTICUT NURSERYMEN'S ANNUAL OUTING

The morning of August 19th, 1915, dawned bright and clear here and everything looked good to the members of the Connecticut Nurserymen's Association, their better half's, and enthusiastic friends, as they motored to the Annual Summer Outing, held this year at Lake Compounce.

On arrival at this beautiful summer resort the autos were parked, greetings exchanged, after which a baseball game was played with Messrs. Burr and Campbell as captains. Burr's team, nicknamed the "Berberry Thunbergiis" were defeated by Campbell's "Forsythias" by a large margin. The features of the game were Burr's coaching, Hunt's batting, Hoyt's catching, Campbell's pitching and Wilson's stealing bases. Dinner was partaken of, after which the party visited the points of scenic interest about the Lake, grounds and Mountain. A short business session was called later on, and one new member added to the Association.

All present voted it a most enjoyable occasion.

August 5, 1915.

Editor National Nurseryman:—

With reference to fall shipments of azaleas and other Belgian plants, which were under embargo by the British authorities, we are pleased to be able to now advise you definitely that shipments will arrive this fall on schedule time from Belgium, unless the German authorities intervene or the progress of the war disrupts the present arrangements.

The plan worked out is that permits are given by the British authorities to individual Belgian shippers, when proof is submitted that the stock is of Belgian origin and production, for Belgian interests, and that the enemies of Great Britain do not get any revenue or benefit from the sales. The proceeds of the sales remain in control of the British authorities so long as the Belgians remain under control of the Germans.

It was largely by reason of the pressure brought to bear on the British authorities by the Belgian shippers that permission was given. The Belgian shippers through their powerful organization—"The Chambre Syndicale des Horticulteurs Belges" protested direct to the British authorities, and in this protest we understand they were assisted by the British National Organization of Florists.

From our side, protest to the embargo was made



through the State Department by the New York Horticultural Importers Association, assisted by individual importers and backed by the powerful Merchants Association of New York. The combined pressure, strong but just, caused the British authorities to investigate, with the result that Belgian shippers who have secured permits can ship their orders to the United States.

This decision is important to florists who depend largely upon azaleas for their Christmas and Easter sales, but still more so to the Belgian shippers, since the United States is practically the only market left open to them.

Yours truly,

McHUTCHINSON & Co.

#### WHAT A NURSERYMAN SEES IN HIS TRAVELS PLANTS AT THE SEASHORE

It is very noticeable that seashore resorts gradually become places of permanent abode, temporary buildings give place to more substantial structures and these in turn call for the planting of the grounds surrounding them. Along the Jersey coast, such places as Atlantic City, Ocean City, Cape May, etc., now have homes with well kept lawns and gardens where a few years before there was nothing but sand, and that of the purest kind, apparently a hopeless medium in which to grow plants, but adding humus to it and giving shelter from the strong winds it is really wonderful what results are being obtained.

Certain plants stand out pre-eminently well fitted for Jersey shore conditions, namely the Privets, Hydrangeas, especially the Japonica section of the latter, *Myrica cerifera*, Euonymus, Tamarix, Beach Plum, *Prunus maritima* and *Baccharis halimifolia*. These really do better here than further inland, especially the Hydrangeas, which are really wonderful, they grow so luxuriantly and flower so freely. Usually planted along the porches or at the base of the buildings, they grow to the height of 5 to 6 feet and are one mass of bloom, usually blue and pink *Hydrangea Japonica Hortensia Otaksa*. In time no doubt the flat flowered varieties will be planted such as *Hydrangea Japonica coerulea Imperatrice Eugenie*, which will add much to the beauty of the gardens.

Nowhere are to be seen so fine hedges of California Privet as within the influence of the salt air and it is evident the enterprising nurseryman is needed to teach the planters the possibilities of other kinds of Privet, such as *L. Iboia*, *L. Amurense*, *L. Japonica*, *L. lucidum* and others, for there are no handsomer shrubs grown.

It should be a standing rule with planters to use first those things that like the situation and can be depended upon and then add the more experimental ones.

For shade trees the Carolina poplar seems to be the one most commonly used, perhaps because it is a quick and sure grower or perhaps for the same reason it is planted in more inland places, because the planters do not know any better.

The pin oak, willow oak, Kentucky coffee, silver maple, honey locust, Oriental plane and sweet gum will all do well at the shore, if the position is not too wind swept.

The strong winter winds are the main obstacle to vegetation along the shore. Sheltered from those almost anything can be got to grow. There is a moisture from the ocean that seems to have a very beneficial

effect on vegetation that is not too wind swept. A little further inland, yet within the influence of the ocean, may be seen fine specimens of the American holly, that cannot be duplicated farther inland.

*Magnolia glauca*, *Pinus inops*, *Quercus imbricaria* and a host of flowers seem to be very plentiful in South Jersey that are rarely met with a little further north, except maybe under cultivation.

The South Jersey peninsular seems to be a meeting place for the northern and southern flora and consequently a rich field for the botanist, but while there may be no danger from bears or other wild animals, mosquitoes and ticks are plentiful and unless the botanist's enthusiasm is very great they are just as effective in keeping him on the move, so he should go well protected if he wishes to study botany rather than entomology.

#### SENECIO CLIVORUM

Among the plants from China discovered and introduced to this country by Mr. Wilson the *Senecio clivorum* bids fair to soon become well known.

It is rather a striking herbaceous plant and has considerable merit.

At first sight the botanist would hardly recognize it as one of the groundsels or Senecios.

The plants under observation are one year old and at this writing just coming into bloom. The leaves are large, obicular or erescant shaped, many of them 18 inches across and suggest the water lily leaf both in size and texture. The flowers are orange colored and daisy like, two inches or more across, several being borne on one stem. On the whole the plant has a somewhat coarse appearance, but this is owing to its size as it is really not coarse or weedy.

It is a very unusual looking plant and will have great value in landscape gardening. Vigorous growing, very hardy, propagating readily from seed and partial to a somewhat shady position it will be sure to win itself a place in the nurserymen's catalogues.

#### TIME TO PLANT EVERGREENS

Evergreens have all practically finished their growth for the season and this is hardened up sufficiently to transplant without the least danger of wilting.

If weather conditions are suitable, not too dry and hot there is no better time for transplanting, this is especially true of the spruces and pines.

It goes without saying that the soil should never be shaken from the roots, especially in warm, dry weather, and the common custom of digging all evergreens with a ball should be adhered to even when transplanting on the nursery. It takes a little more care in handling and a little longer to do the job but it always pays.

At a meeting of the McKinney Nursery Co., McKinney, Texas, July 27, the capital stock was increased from \$20,000 to \$30,000 and officers were elected as follows: W. W. Robinson, president; F. K. McGinnis, vice-president; W. A. Dowell, second vice-president; W. E. Anderson, secretary-treasurer. Offices will be maintained in this city and at Dallas.



# NIPPING TROUBLE IN THE BUD

By Joseph Hampton Dodge

Mr. Dodge has been connected with nursery interests since 1895; with Chase Bros. Company, and Geo. Moulson & Son, then entered the retail nursery business for himself.

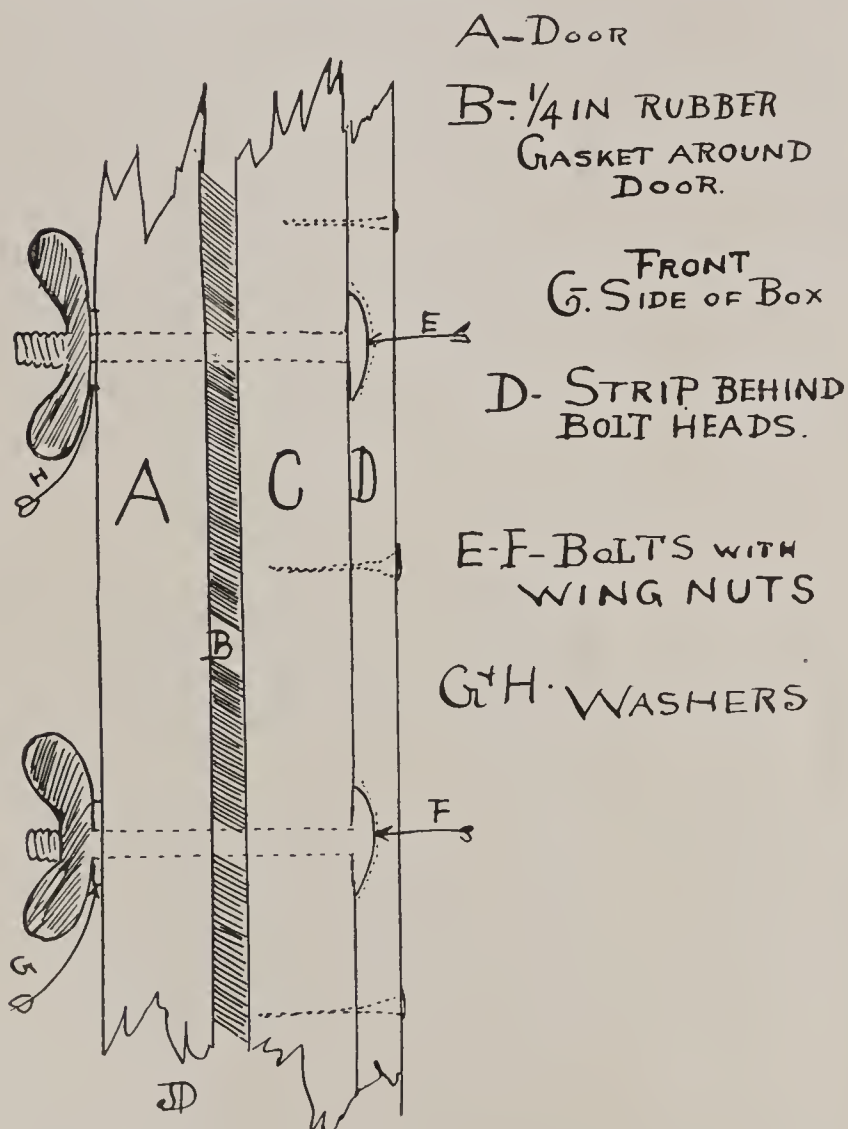
In 1902 he was appointed Nursery Inspector New York State Department of Agriculture. 1904 to 1908 assigned the Metropolitan District for Horticulture and Nursery Inspection, from the Bronx to Montauk Point. Since then has been located in Monroe County.

Nipping trouble "in the bud" could not be better applied than in fumigating scions in a suitable device, thereby heading off much future loss from San Jose scale and other insect pests.

Many nurserymen know that they should fumigate their buds but not having any definite plans, information or instructions, have deferred the matter from time to time. Herewith will be found the plans for a simple, cheap and effective portable bud fumigator which some of the leading concerns in the nursery business are now using.

The inside measurements of the box should be 3 feet long by 2 feet wide by 2 feet, 1 inch high; this will give you 12½ cubic feet, capacity.

The handiest stuff to use for the box is first-grade pine match-stuff, the ordinary sort that runs 3½ in. wide; do not use the narrow beaded sort, it is too thin and narrow making too many joints.

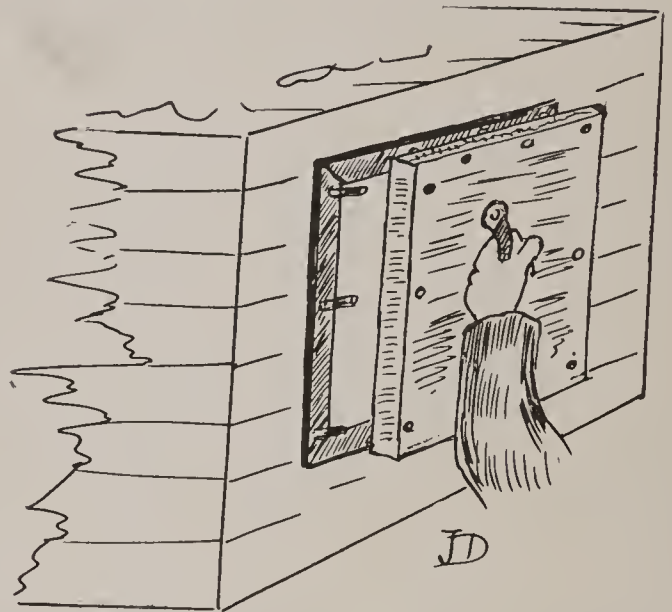


## DOOR CONSTRUCTION

White-lead every tongue and groove; use it good and thick don't be afraid of it; it is the only item that is at all expensive in the construction of box, and the box

MUST be gas tight to be of any use whatsoever.

Place small upright battens in each corner inside with plenty of lead behind them to make corners tight.



## SHOWING DOOR, GASKET & BOLTS.

When bottom is nailed on put lead around on the edges of sides and ends as well as on the inside edge of bottom; this applies to top as well.

Put cleats across the top inside, so as to prevent it from warping if exposed to weather.

Cut the hole for the door in the end of the box, making it 15½ inches wide and 12½ inches high.

Around this door glue a strip of rubber an inch wide and ¼ inch thick; making the corner joints as neatly as possible.

Cut small holes for bolts through the centre of rubber gasket, bore holes through wood; insert bolts through from inside placing strip of wood back of heads to prevent them from pushing inside when door is set in place.

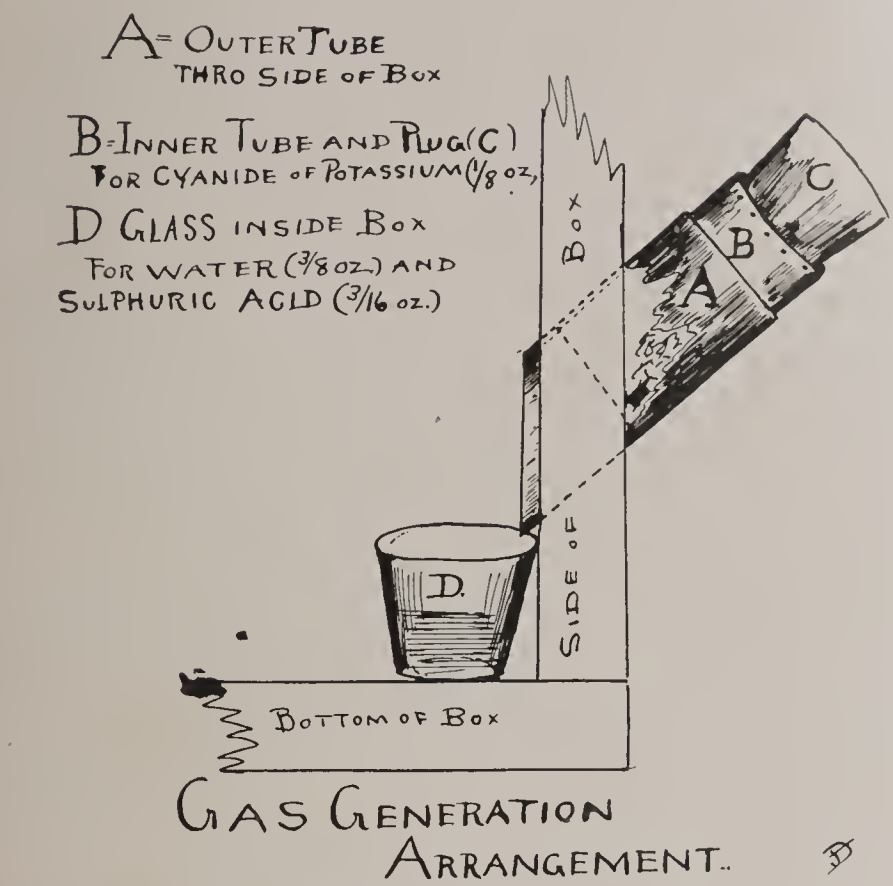
Make door size to cover door opening and gasket; bore holes through it for the bolts set in the rubber gasket; make door of one piece or two glued together; it makes a better surface to pull down on the rubber and no joints to loosen; better make it of thicker stuff than rest of box.

Place cleats inside the box for cross pieces to support the scions; one just below door and the other about middle of door.

To make the gas-generating device, get two pieces of metal tubing, about 3 inches long, and about an inch and one-half in diameter, that will fit as snugly as possible inside each other—but not too snugly. In the end of the smaller piece of tubing fit a wooden plug that tapers slightly and projects say 2 inches; when you shove the small piece into the larger, the plug will automatically seal the larger one. Place the larger piece of tubing in the side of the box at an acute angle so that



when the smaller piece with the cyanide is inserted the cyanide will readily slide into the cup or glass placed inside the box to receive it; work in sufficient white lead about the place where the tubing enters the box so as to make it perfectly tight and firm.



As heretofore stated this box has a cubic capacity of 12½ feet, this being so one-eighth of a charge used for 100 cubic feet is needed which is, 1/8 oz. (98 per cent. pure) Cyanide of Potassium, 3-16 oz. Sulphuric Acid, and 3/8 oz. of water.

When ready to fumigate, place the seions on the racks inside the box loose enough to allow free circulation of the gas; be sure they are dry and clean.

Use a small glass about 2 inches high for the water; in this water pour the Sulphuric Acid; Place the glass inside the box under the end of the metal tubing. Place the cyanide crystals in the receptacle formed by the plugged inner tube; dump the cyanide into the glass from the outside, gently tapping the wooden plug to insure all crystals dropping into the glass and being sure to push the inner tube far enough into the outer one to make the plug fit tightly.

Let seions fumigate for forty-five minutes. Open the door being very careful not to inhale any of the deadly fumes; when safe, remove the seions, rinse in cold water.

NORTHERN NUT GROWERS ASSOCIATION

The sixth annual meeting will be held at Rochester, N. Y., September 1 and 2. Headquarters and assembly room will be at the Powers Hotel.

This date is chosen because it has seemed more important to inspect the many Persian walnut trees that can be reached from Rochester while they are carrying their crops than to see the nuts on the table. To this end a large part of the time of the meeting will be spent in excursions to these trees, probably in automobiles. There are many trees in Rochester itself, an orchard of over 225 bearing trees at East Avon, 18 miles away, the Holden trees at Hilton and others at Victor, Fairport, Brockport, Holly and elsewhere. It will be possible to arrange an excursion to the Pomeroy orchard at Lockport, 65 miles away, and even to the numerous Canadian trees on the Niagara Peninsula.

The association offers a prize of \$50 for a hazel nut of unquestioned native origin that can compete with the imported filbert; \$10 for a better northern pecan; and \$20 to be divided as prizes for other nuts.

A special invitation is given to every nurseryman in the northeastern states to come to this meeting.

If nut growing is to become the great industry that this association believes it is to be, then it is to be a thing of the first importance to nurserymen. How many of them are now offering budded nut trees in variety? How many of them, even, can bud nut trees successfully? When the big demand for budded trees comes, two or three years from now, how many years will the unprepared nurseryman have to wait before he can get his share in supplying this demand? This meeting, membership in the association and reading the American Nut Journal will give any nurseryman a better idea of the present and future of nut growing. Be prepared.

Officers of the Association are:—J. Russell Smith, president, University of Pennsylvania; W. C. Reed, vice president, Vincennes, Indiana; William C. Deming, secretary and treasurer, Georgetown, Connecticut.

Cedar Hill Nursery & Orchard Co., Winchester, Tenn., write: "We wish to report that the recent rains in this immediate section have greatly helped the nursery interests; all nursery stock is now looking very promising. Prospects for fall business are exceptionally bright. From all indications there exists a great shortage of stock and the demand is heavier than in several years.

"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR MAY 1915, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	JUNE—				TWELVE MONTHS ENDING JUNE—					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut....	67	997	27	496	288,646	1,823,307	216,138	2,092,139	255,700	2,375,316
		2,273				5,847		16,966		16,750
All other.....{ free....		31,629		20,600		1,377,430		1,487,903		1,356,600
.....{ dut....										
Total.....		34,899		21,096		3,206,584		3,597,008		3,748,666



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.

218 Livingston Building, Rochester, N. Y.

Editor .....ERNEST HEMMING, Flourtown, Pa.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

Official Journal of American Association of Nurserymen

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., September, 1915.

## THE UNIFORM INSPECTION BILL

Less than two years ago a Uniform Inspection Bill seemed to be something in the remote future, a consummation to be hoped for and worked for. Even the most sanguine hardly expected anything tangible quite so soon and many of the entomologists and nurserymen considered it as an impossible proposition.

To Prof. J. G. Sanders, Madison, Wisconsin, Secretary of the American Association of Economic Entomologists, belongs the credit for drafting the bill as published in our present issue and nurserymen will always owe him a debt of gratitude for his whole-hearted efforts in their behalf.

Credit must also be given to the untiring efforts of the Legislative Committee East of the Mississippi River, of which William Pitkin is the chairman, and the Legislative Committee west of the Mississippi River, of which Peter Youngers is the chairman. These gentlemen, who gave so freely of their time and energy, going to Atlanta to meet with the American Association of Economic Entomologists, paved the way for a mutual understanding between the inspectors and nurserymen, which culminated in the present model of State Horticultural Inspection Law.

Quoting Prof. Sanders own words "Now that we have succeeded in meeting one another satisfactorily, it is important that we realize our work is only half completed and that another campaign must be launched and fought out for general enactment of this bill in the various states."

It is needless to point out what an immense relief the adoption of this bill by all or a majority of the states will be to the nursery trade. The bill can hardly fail but meet the approval of legislators in all the states and wherever adopted will remove all suspicion of politics and selfish interest.

It is possible that slight variations will be necessary, due to particular local conditions, but the ground work is there and even if changed in some states it will do much to bring order out of the present chaos.

The earnest effort of all nurserymen is urged to work for its adoption in the various states.

## NO CHESTNUT QUARANTINE

It is worthy of note that the Federal Horticultural Board will not put into effect the quarantine on chestnut nursery stock as proposed in notice published in our May issue.

Whatever may have transpired at the public hearing held May 18th, 1915, at the Department of Agriculture at Washington, it is gratifying to realize that the Board does not hesitate to reverse its opinion. It will at least tend to convince nurserymen that quarantines are measures intended to protect the public and are only used when necessity requires and when the Federal Horticultural Board is convinced they will be effective.

In the notice from the U. S. D. of A. as published on another page it is recommended that plantings of chestnut stock be carefully inspected for the presence of the disease. The National Nurseryman urges that its appearance in the nursery be promptly reported to the local inspector, active co-operation of nurserymen with the inspectors will do more to prevent the spread of disease and pests than arbitrary quarantines.

August 15th we received from Harrisons' Nurseries, Berlin, Maryland, a sample fruit of the Williams Early Red Apple. This is a beautiful looking fruit and should command a very high price, coming into the market as early as it does. We notice Harrisons' Nurseries feature it in color on the cover of their catalogue.

It is a variety certainly well worth investigating both by the private grower and orchardist on account of its evident good quality, fine appearance and its coming into the market at a season when everyone is hungry for apples.

August 9, 1915.

Editor of The National Nurseryman,  
Flourtown, Penna.

Dear Sir:—

For several years the Department of Agriculture at Washington has been distributing shrubs, roses and small fruit through their Congressmen.

From the list of material it is easily seen that this is not an act to introduce new things, or to try out and establish things in new sections of the country, but it is the extension of an opportunity to the Congressmen to hand a compliment to a constituent here and there.

I wonder if it would not be well for the Nurserymen's Association to take some action and plug the little hole before it gets to be a big one.

Very truly yours, J. H. HUMPHREYS.

## CHASE BROTHERS NURSERY CO.

Chase Brothers Nursery Co., Rochester, N. Y., are now occupying their new offices, 82 St. Paul Street, sixth floor of the Warner Building. Nurserymen visiting Rochester, and friends are cordially invited to call and inspect them in their new quarters.



## MIDSUMMER MEETING OF THE TEXAS NURSERYMEN'S ASSOCIATION

A very interesting program was carried out at the midsummer meeting of the Texas Nurserymen's Association, which was held August 3rd, 1915, at College Station, Texas. The program was as follows:

Address of Welcome by Prof. H. Ness, of Texas Experiment Station, College Station, Texas.

Response to Address of Welcome by Edward W. Knox, San Antonio, Texas.

"The Pecan" by Herman Locke, New Braunfels, Texas.

"Breeding Trees to Points" by Charles L. Edwards, Dallas, Texas.

"The Relation of the Orchard and Nursery Inspection Department to the Nurserymen of Texas, and the Policies of the Present Administration" by Prof. Ed. L. Ayers, Chief Inspector, Houston, Texas.

"The Lessons to be Learned From Our Past Season's Trade" by J. R. Mayhew, Waxahatchie, Texas.

"Some Common Insect Pests of the Hackberry and Their Control" by Prof. Wilmon Newell, State Entomologist, A. & M. College, College Station, Texas.

Question Box and General Round Table Discussion of Important Subjects opened by O. K. Phillips, Rockdale, Texas.

The president's address, report of secretary, election of officers and other business matters of the Association will come before the regular annual meeting in September.

The principal event was the report of the committees appointed by the Texas Nurseryman's Association, and joined by kindred organizations, to promote a State Botanical Garden and Arboretum, John S. Kerr, Sherman, Texas, being General Chairman.

A banquet was served in mess hall to facilitate the workers and proved a very happy occasion.

### TEXAS BOTANICAL GARDEN

*Report of Jno. S. Kerr, Chairman of Committees.*

Ladies and Gentlemen:—

This Botanical Garden Banquet is in the interest of a more beautiful Texas, and to make Texas more beautiful by the use of native Texas plants.

The garden spirit seems to be innate in man's breast. The first glimpses we have of man were in connection with that garden of pristine glory and splendor, but of very unfortunate and sad sequel, the "Garden of Eden."

The garden love or spirit has been evident in all ages. Babylon in the neighborhood of the ill-fated Eden had a most wonderful garden. England boasts her Kew Gardens. Boston boasts her Arnold Arboretum, Missouri boasts her Shaws' Botanical Garden. The various municipalities throughout the world and especially of our own America, are placing great store by, and developing with great pride, the garden spirit in one form or another, until we have many parks and gardens in this, our new world, rivaling the garden productions of the old world, the garden spirit developing and ripening into the science of the garden or landscape architecture.

The garden spirit is by the expression of our higher esthetic tastes and pleasures. The utilitarian spirit has prevailed largely in the development of our great state,

but with the increase of wealth and education the esthetic tastes of our people are asserting themselves, hence the garden spirit is increasingly apparent. The garden is a great mold of our esthetic tastes.

Our gardens are only partially successful. The principal source of our failures is in the fact that we are endeavoring to build southwestern gardens with north-eastern and European materials, because we learned to love and admire them and because these are easier to obtain than western materials.

We will be rewarded with successful gardening in Texas when we learn to recognize, love and procure southwestern plants. This fact is taking firm hold upon our garden building. We have already many fine southwestern trees and plants and more are being discovered and propagated annually.

We have a great wealth of ornamental trees, shrubs, perennials, annuals, etc., either native or from nearly related sections, which, when we have collected them, known them, loved them, and properly used them, will make our gardens the peer of, if not superior to those of the Atlantic and the Pacific sections.

We are in great need of a State Botanical Garden in which we may collect, test, study, propagate, hybridize and fully develop the grand array of native plants we have, and a State Arboretum where we may do likewise for our fine southwestern trees. There is a wide spread interest in this matter, and this is the occasion for this enthusiastic gathering of tree and flower lovers. We feel that the time is ripe for action. Texas is not a hundred years old yet. We believe from the spirit and progress of the present that when Texas is a hundred and fifty years old she may boast gardens, or landscape adornment, superior to the Atlantic States at two hundred years old. If we do not, it will be because we neglect to collect and use the splendid native flora with which Nature has supplied us.

We want to hear from those present in short, terse speeches. And we, your Committee, assembled, will welcome propositions from interested parties looking to the establishment or crystallization of the efforts in behalf of this movement.

There are a number of prospective sites, interested municipalities and other organizations. Also there has been some effort at getting legislation in favor of this movement. Your Chairman and some other members of the Committee, have visited Austin in the hope of such legislation, but so far nothing tangible has materialized. At the same time, we feel that the whole matter is materializing and will eventually take shape.

The following addresses were also made:

Some Requirements of a State Botanical Garden, Dr. Ellis, Austin, Texas.

Benefits to be derived from a Texas Botanical Garden, J. M. Ramsey, Austin, Texas.

Our Wealth of native Southwestern Trees, Will B. Munson, Denison, Texas.

My Favorite Flower—Five minute voluntary talks by those present had many happy responses and were much enjoyed.

Col. Breckenridge, San Antonio, Texas, who expected to address the meeting on "My Appreciation of Texas Trees and Flowers" owing to ill health was unable to be present.



## THE TWENTY-NINTH ANNUAL MEETING OF THE TEXAS STATE HORTICULTURAL SOCIETY

*By G. H. Blackmon.*

THE Twenty-Ninth Annual Meeting of the Texas State Horticultural Society was held in the College Auditorium at College Station, Texas, August 2 and 3, 1915.

The meeting was called to order at 2 p. m., August 2, by the president, Mr. J. H. Arbenz, Sarita, and after an invocation by Mr. J. M. Ramsey, Austin, the horticulturists of Texas were welcomed by E. J. Kyle, Dean of the School of Agriculture and Prof. of Horticulture, A. & M. College of Texas, College Station. In the course of his remarks, Dean Kyle spoke of the work of the Horticultural Department of the College, naming the different men in the Department, and giving briefly the educational training of each, showing that each is well qualified for the work designed for him to do. One important addition to the Department is that of Landscape Art and Floriculture, which is being ably handled by Fritz Hensel, Jr., a graduate of Cornell University. A hearty and cordial welcome was extended the Society, and all were asked to visit the Horticultural Department and grounds during their short stay at the College.

The welcome address was responded to by M. Falkner, Waco, Texas, who stated that we were all glad to get back to College Station and meet again, and assured Dean Kyle that the hospitality accorded the Society on the part of the College was greatly appreciated.

The president, J. H. Arbenz, Sarita, Texas, in his annual address, spoke of the work of the Society, and especially the work of the Committee on Legislation, together with the president, in trying to get the last Texas Legislature to pass what was known as "The Horticultural Board Bill." However, this bill did not pass. He spoke further of the handicap the Society was laboring under on account of lack of funds to work with.

The report of the secretary-treasurer, G. H. Blackmon, Dallas, showed that he, with the assistant secretary-treasurer, I. E. Cowart, College Station, had endeavored to be of some service to the horticultural interests of Texas, but owing to the lack of funds it was impossible to do anything more than in a very limited way. However, before leaving College, a plan was adapted, that it is thought will bring in some money. The report showed that the Society's financial condition should be strengthened as it has been impossible for the treasurer to pay off all obligations and start in with a new slate for some time.

Dr. W. B. Bizzell, president of the Agricultural and Mechanical College of Texas, in his address before the Society, spoke of the importance of horticulture to a country. He said that whether or not a state or a section of that state was adapted to commercial horticulture, still to follow the scheme of farming that is the most prosperous, each and every farmer must put into practice some of the things advocated by the horticulturist, because the successful general farmer, does, or should grow to a certain extent, certain horticultural crops, such as a home garden, home orchard, vineyard, etc., all of which form a part of the most complete plan of general farming.

Ed. L. Ayers, Chief of the Division of Orchard and Nursery Inspection of Texas, discussed the citrus canker and how the Texas growers are handling the disease. In his remarks he brought out the fact that the condition is being successfully met with.

At this time, Mr. Eltweed Pomeroy, Donna, Texas, read a paper on Commercial Bulb Growing. This paper treated the subject in a purely commercial way, discussing the methods of handling certain bulbs so as to be able to grow them profitably on a commercial scale in Texas. The marketing of these bulbs was also discussed to some extent. Mr. Pomeroy is growing large quantities of bulbs on his place at Donna, in the Lower Rio Grande Valley, with success, and reports that he finds a ready market for them.

At this point the chair appointed several committees to report later and adjournment was taken until the following morning.

The session of August 3, 8 a. m., was made up largely of reports of standing committees and the transaction of business.

The Committee, appointed some time ago, to get up a list of varieties of fruits adapted to different sections of Texas, to be published and recommended by the Texas State Horticultural Society, of which J. R. Mayhew, Waxahachie, Texas, is Chairman, not being ready to report, was continued.

Several interesting reports from standing committees were received. One was the report of the Standing Committee on Fruit Statistics, by L. J. Taekett, Fort Worth, giving some interesting figures on the production of fruit in Texas. His report showed very conclusively that in order to produce the best marketable fruit in Texas, it will be necessary to equip the orchardists with spraying outfits so that they can go at the spraying in a systematic way. He said in part: \*\*\*\*"In this report I shall endeavor to give you figures on peaches and apples only, and I believe that data I have herewith compiled is as nearly accurate as it is possible to obtain. In the year 1914 there were produced in Texas 280,000 bushels of apples and 1,440,000 bushels of peaches. Of the apple crop, 27 per cent. of this yield was unmarketable for any purpose, 30 per cent. of very low grade and barely marketable, 38 per cent. was first class fruit, while 5 per cent. was extra fancy fruit\*\*\*.

"As to the peach production, I wish to state that the 1914 crop was very light in comparison to other years. A normal peach crop in Texas is something over 4,000,000 bushels. Hence, from the figures above, it is evident that the production was scarcely over one-fourth of a normal crop."

The afternoon of the second day was given over largely to "Marketing" and some very able speakers discussed this question. Those who led in the discussions were Clarence Ousley, Director of Extension Service, A. & M. College of Texas, B. A. Baldwin, of the firm of Baldwin & Cargill, Commission merchants, Houston, and Jno. S. Kerr, Sherman, Texas. All of these men have made a long and continued study of marketing, and brought out some very fine points. Organizations and systematic packing and marketing were advocated.

Another speaker at this session of the meeting was Dr. Bradford Knapp, of the Department of Agriculture, Washington, D. C., who spoke on the relation of the farm



demonstration work and horticulture, pointing out that it was the aim of his department to assist all lines of agriculture, whether general or special.

One of the most interesting addresses before the Society, was that by A. C. Easley, Waco, Texas, a practical

## AMERICAN ASSOCIATION OF NURSERYMEN

**President**—E. S. Welch, Shenandoah, Iowa.

**Vice-President**—John Watson, Newark, N. Y.

**Treasurer**—Peter Youngers, Geneva, Neb.

**Secretary**—John Hall, Rochester, N. Y.

**Executive Committee**—President, E. S. Welch, Shenandoah, Iowa, Chairman; J. B. Pilkington, Portland, Oregon, one year; Lloyd C. Stark, Louisiana, Mo., one year; J. H. Dayton, Painesville, Ohio, two years; H. B. Chase, Chase, Ala., two years; J. R. Mayhew, Waxahackie, Texas, three years; Theo. Smith, Geneva, New York, three years; Vice-President, John Watson, Newark, N. Y., ex-officio.

### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—L. C. Stark, Louisiana, Mo.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—T. J. Ferguson, Wauwatosa, Wis.

**Publicity**—J. R. Mayhew, Waxahackie, Texas; L. C. Stark, Louisiana, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

**Finance**—J. H. Dayton, Painesville, Ohio; T. J. Smith, Geneva, N. Y.; John Watson, Newark, N. Y.

## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President Jim Parker, Tecumseh, Okla.; secretary, P. W. Vaught, Holdenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, Frank H. Wilson, Fresno, Cal. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurseryman's Association**—President, Walter E. Campbell, New Haven, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelley, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President J. Vallance, Oakland, Cal.; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, J. H. Austin, Antioch, Tenn. Secretary-Treasurer, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.

pecan grower, on. "Why I quit Banking for Pecan Growing." Mr. Easley pointed out many reasons why he made the change. He showed conclusively that with a properly managed pecan grove, with the soil well handled and the trees well cared for it was possible to make an exceptionally productive place out of just such a farm as his 320 acres. Only a few years ago Mr. Easley decided to quit the banking business and devote all of his time to this new profession follow it to the goal that he was working to, and establish a pecan grove on his farm that would not be equaled anywhere. On the farm, already, were a large number of native seedling pecan trees, and he at once began to convert these into the finer varieties by top-working them to the better varieties of thin-shelled pecans. Today, Mr. Easley has one of the finest young groves of pecans in the country. The work that this man has done in such a short time is very remarkable indeed and any at all interested in this kind of work should not fail to look him up and visit his place, at any time when you are in or near Waco, Texas.

The officers for 1915-16 are as follows:

Fritz Engelhard, President, Eagle Lake, Texas.

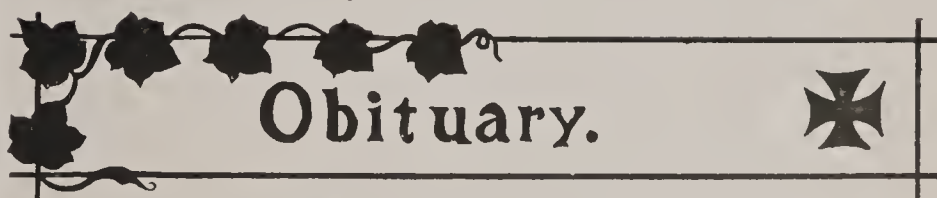
Eltweed Pomeroy, Vice-President, Donna, Texas.

G. H. Blackmon, Secretary-Treasurer, 3107 Cole Avenue, Dallas, Texas.

I. E. Cowart, Assistant Secretary-Treasurer, College Station, Texas.

M. Falkner, Waco, Texas. 5th Member Executive Committee.

Meeting adjourned.



## Obituary.

### DEATH OF A. B. NULL.

A. B. Null, a noted botanist and collector of native shrubs and wild plants of Pennsylvania, was drowned in the Susquehanna River near Fite's Eddy, Lancaster County on August 19th.

Mr. Null was well known by many nurserymen throughout the country as a collector of these native plants, and carried on quite a large and extensive business in this line.

He was born and raised in Mastie Township, Lancaster County, Pennsylvania, where he has always resided. He was the son of a farmer, Isaac Null, and in his younger days and up to the age of thirty, he worked on his own small farm. During a period between 1885 to 1890 he assisted his uncle James Galen, also a noted botanist and plant collector, to gather native roots, plants, etc., and in that way first got his insight into the collecting business. After working a few years with Mr. Galen, he started in the business for himself and has been quite successful. He was 61 years of age. A wife and two married daughters survive him.

Mr. Null was a man of great personality. He had a great many friends and few, if any, enemies, and he will be greatly missed not only in his own county, but by his many friends throughout other parts of the country with whom he has done business with for many years.



## STATE LAWS

The Following is a Synopsis of the Laws and Regulations Governing the Shipment, Inspection and Certification of Nursery Stock in the United States and Canada

*Prepared by George G. Atwood, Chief, Bureau of Horticulture and Inspection, Albany, New York.*

UNITED STATES.—All persons who intend to import trees or plants from any foreign country should first apply for and receive a permit from the Federal Horticultural Board, U. S. Department of Agriculture, Washington, D. C., under the Plant Quarantine Act of August 20, 1912.

A permit should be applied for in advance. This permit should preferably be taken out by the person who is to receive the goods at the final destination. A broker or commission merchant may take out a permit in his own name, if he imports for his own account, or he may act as agent for and take out the permit in the name of the actual purchaser. The importer must see that each package on arrival at the port of entry bears the proper certificate of foreign inspection. He must also see that each package is marked in accordance with Section 3 of the act. As a matter of convenience, this marking should contain also the additional information called in Section 4, to avoid the trouble of re-marking before the goods can be delivered for interstate shipment. The certificate of inspection must be, and the marking preferably should be on the goods before they leave the foreign port.

On the arrival of the stock, and before shipping or removing it from the port of entry, he must advise the Secretary of Agriculture and the proper state inspectors in accordance with Section 2 and Regulation 8. He must see that each container is marked in accordance with Section 4; that is, in addition to the information in the label of entry, each container must bear the name and address of the consignee at destination, where the stock is to be inspected by the state, territorial or district official.

Any person receiving imported nursery stock and reshipping it, interstate, before it has been inspected by a duly authorized state, territorial or district inspector or officer, is required, prior to making such reshipment, to notify the Secretary of Agriculture and the duly authorized inspector or other officer of the state, territory, or district, to which the nursery stock is to be reshipped, giving the number of cases, the bale numbers and marks, the quantity and kind of nursery stock, and the name and address of the consignee. If possible, the permit number under which the stock was imported, and the name and address of the foreign shipper should also be given.

Failure to meet the requirements of the law, as outlined above, subjects importers or persons making interstate shipments to the penalties fixed in Section 10 of the act.

A pamphlet entitled, "Rules and Regulations under the Plant Quarantine Act: General, Including Nursery Stock," containing the regulations governing the importation of nursery stock into the United States and the text of the Plant Quarantine Act of August 20, 1912, as amended March 4, 1913, may be obtained on application to the *United States Department of Agriculture, Federal Horticultural Board, Washington, D. C.*

### NURSERY STOCK-BY MAIL

The following is a copy of order 6313 of Postmaster-General dated May 29, 1912, amending paragraph 8, section 496 of postal laws and regulations, to read as follows:

Nursery stock, including florists' stock, trees, shrubs, plants, vines, cuttings, grafts, scions, buds, bulbs and roots (which may carry injurious insects), may be admitted to the mails only when accompanied by a certificate from a state or government inspector to the effect that the nursery from which said nursery stock is shipped has within a year been inspected and found free from injurious insects.

TREATMENT TO BE ACCORDED TO PROHIBITED NURSERY STOCK RECEIVED IN THE MAILS FROM FOREIGN COUNTRIES.

Office of Second Assistant Postmaster-General, Washington,  
June 1, 1915.

This Department and the Department of Agriculture are in receipt frequently, both directly and through postmasters, of requests from importers of nursery stock that delivery be authorized of certain mail shipments of prohibited plants or plant products. It is understood that pending the receipt by such importers of replies to their requests, the shipments in question are withheld from return by postmasters notwithstanding the instructions of the Department that all packages of prohibited nursery stock received in the mails from abroad shall be appropriately indorsed and returned to origin immediately.

Postmasters are enjoined, therefore, to comply strictly with the instructions referred to by declining to withhold

from return any prohibited nursery stock in order to afford an opportunity to the importer to communicate with the Department with the view of having an exception made in any particular case.

The term "nursery stock" as applied to the prohibition in question includes all growing or living plants, seeds and other plant products, for propagation, except field, vegetable and flower seeds. It includes also bulbs, roots and tubers and, with the exceptions noted, the seeds of all trees, shrubs or other plants. The only plants or plant products excepted from the prohibition are those ordered by, or intended for, and addressed to the "Office of Foreign Seed and Plant Introduction, United States Department of Agriculture, Washington, D. C."

In this connection, reference is had to the notice of this office printed on page 2 of the Postal Guide (supplement) for January, 1914, and to the notice on pages 129 and 130 of the Postal Guide for July, 1914.

The widest possible publicity should be given to this notice.

JOSEPH STEWART,

Second Assistant Postmaster-General.

ALABAMA.—A signed copy of inspection certificate must be filed with the secretary of the Alabama State Board of Horticulture, and an Alabama license obtained, also Alabama tags. Nursery and dealers' license fee, \$10.00. Agents must obtain license through their principal. License fee for agents, \$1.00. Dealers must designate nurseries from whom stock handled is purchased. A tag must be attached to every separate order or lot of nursery stock delivered in the state. Tags are furnished at cost: first one hundred, 65 cents postpaid; five hundred, \$1.60; one thousand, \$2.20, sent collect by express.

All scions and bud sticks must be properly fumigated. The following insects and fungous diseases are quarantined against: San Jose scale, new peach scale, woolly aphis, crown gall, black knot, peach yellows, peach and plum rosette, citrus canker, white fly, gypsy moth and browntail moth. Trees liable to scale infection must be properly fumigated with hydrocyanic acid gas. All kinds of citrus trees are quarantined except Satsuma orange and Kumquat. The two latter may be shipped from localities free from citrus canker upon obtaining special citrus permit, and upon compliance with the special rules covering shipments of such trees and other hosts of white fly, or citrus canker, which is, that such trees be completely defoliated and dipped (except roots) in 6-4-50 Bordeaux mixture.

Special citrus permit tags are supplied at \$1.00 a hundred; 50 cents a hundred for additional lots. These must be used in addition to regular tags on all shipments containing citrus trees. Prof. Ernest Walker, State Horticulturist, Auburn, Ala.

ARIZONA.—Nursery stock shipped into the state must be prominently labeled with the name and the address of both the shipper and the consignee, and must be accompanied by a valid certificate of inspection or a copy of such certificate. Shipments into the state, consisting of or containing plants not grown in the locality from which shipment was made, must, in addition, specify where such plants were grown.

State quarantine orders of interest to nurserymen prohibit: (No. 1) the importation of stock from sections infested by the alfalfa weevil; (No. 4) rooted grape vines from north of the north line of San Bernardino, Kern and San Luis Abispo counties, California; (No. 8) the importation of citrus nursery stock from all other states and territories and of cape jessamine, privets and rubber plants from North Carolina, South Carolina, Georgia, all states bordering on the Gulf of Mexico, and Yuba county, California. Other quarantines relate to the Mexican orange maggot (quarantine made practically inoperative owing to establishment of Federal quarantine), cotton boll weevil, date palm scales and citrus canker. None of these latter concern shipments of nursery stock.

All shipments of living plants into the state of Arizona are inspected by Arizona state inspectors and not delivered until a certificate of release is issued in each case to the common carrier and to the consignee. If trees or plants are infested or infected with insect pests or plant diseases of general occurrence in the section of the state where the shipment is received, treatment to eradicate, or the separation of the infested or diseased plants or trees, is in most cases permissible; otherwise all plants or trees of the kind found to be infested or diseased are held in quarantine and are shipped from the state or destroyed at the owner's option. Copies of quarantine orders furnished upon application. A. W. Morrill, State Entomologist, Phoenix, Arizona.

ARKANSAS.—Shipment of nursery stock into the state must be accompanied by a copy of the valid certificate of inspection, and must bear the name and address of the consignor and consignee with a statement of the contents of the shipment; all shipments not so labeled or tagged must be refused for shipment by the carrier. Carriers bringing into the state shipments of nursery stock which originated in foreign countries or foreign pos-



sessions of the United States must notify the State Entomologist in writing and must hold such stock at any place designated by him until the same has been duly inspected and released.

Nurserymen located out of the state may secure permits by filing with the State Entomologist a copy of their certificate. Geo. G. Becker, State Entomologist, Fayetteville, Ark.

**CALIFORNIA.**—Shipments of nursery stock into California are held by transportation companies until inspected by the state officials. All packages must be marked with the name and address of the shipper, name of the consignor, and the name of the country, state or territory where the contents were grown. Peach, apricot and almond trees from districts where yellows and rosette are known to exist shall be refused entry and shall be destroyed or returned to the shipper. Notice of shipment of nursery stock to California should be sent to the following address, and also to the Quarantine Guardians at the point of destination. Frederick Maskew, Chief Deputy, Quarantine Office, Room 11, Ferry Building, San Francisco, Cal.

**COLORADO.**—The State Entomologist has general supervision of the inspection of nurseries and orchards to prevent the introduction and spread of injurious insects and plant diseases. County horticultural inspectors in fruit-growing counties of the state are appointed by the county commissioners. All nursery stock coming into the state must bear certificates of inspection and fumigation and on arrival in counties that have inspectors is turned over to them and released to consignee if it passes inspection. C. P. Gillette, State Entomologist, Fort Collins, Colo.

**CONNECTICUT.**—All nursery stock shipped into this state shall bear on each package a certificate that the contents of said package have been inspected by a state or government officer and that said contents appear free from all dangerous insects and diseases. If nursery stock is brought into the state without such a certificate, the express, freight, or other transportation company or person shall, before delivering shipment to consignee, notify the State Entomologist of the facts, giving name and address of consignee, origin of shipment, and approximate number of cars, boxes, or packages, and probable date of the delivery to the consignee. The State Entomologist may cause the inspection and, if infested, the treatment of the stock. No person, firm, or corporation shall unpack any woody, field-grown nursery or florists' stock brought into this state from foreign countries except in the presence of an inspector, unless given permission to do so by said State Entomologist or one of his deputies. If such stock is found infested with any dangerous pests the State Entomologist may at his discretion order it treated. Any person violating any of the provisions of this act shall be fined not more than \$50. Dr. W. E. Britton, State Entomologist, New Haven, Conn.

**DELAWARE.**—Shipments of nursery stock into the state must bear a certificate of inspection and also a certificate stating that the stock has been properly fumigated. All nursery stock not accompanied by proper certificates may be held by the transportation companies until it can be inspected. Wesley Webb, Secretary, State Board of Agriculture, Dover, Del.

**FLORIDA.**—All nursery stock shipped into Florida shall be defoliated and fumigated and to each package shall be conspicuously attached a permit-certificate. This permit-certificate will be issued free of charge in exchange for an approved certificate issued by the official in the state of origin. Printed tags must be used in making shipments and can be obtained at the following address. Duplicate certificates issued to nurserymen in New York State must be filed in Florida before permit-certificate tags are issued. F. M. O'Byrne, Inspector of Nursery Stock, Gainesville, Fla.

**GEORGIA.**—Nurseries are inspected annually. A signed duplicate of inspection certificate, together with a statement by the nurserymen that all stock intended for Georgia will be fumigated in accordance with directions furnished them, must be filed in the office of the State Entomologist. Official tags of the Georgia State Board of Entomology will be furnished through the State Entomologist at the following prices: One hundred tags, 60 cents, postpaid; 200 tags, 85 cents, postpaid; 300 tags, \$1.10, postpaid; 500 tags, \$1.35, sent by express, collect; 1,000 tags, \$2, sent by express, collect. Each shipment of nursery stock into the state of Georgia must bear the official tag of the Georgia State Board of Entomology and also a duplicate certificate of inspection of the state from which the shipment is made. Prof. E. Lee Worsham, State Entomologist, Atlanta, Ga.

**IDAHO.**—No person, firm or corporation shall import or sell nursery stock without first applying to the State Board of Horticultural Inspection and filing a bond in the sum of \$5,000 and securing annual license upon payment of \$10. Shipments into the state should bear a copy of an official certificate of fumigation emanating from the place where the stock was grown. All shipments into the state must bear a label showing the name of the shipper, the locality where grown and variety of nursery stock. All nursery stock, fruit trees or horticultural plants sold or delivered by principal or agents shall be true to name and

variety as represented. All nursery stock shipped into this state, whether bearing certificate of inspection or not, must be inspected again upon its arrival, the consignee paying for such inspection. Every nursery firm doing business in this state must pay annually \$1 additional for each agent who represents them. Guy Graham, State Horticultural Inspector, Boise, Idaho.

**ILLINOIS.**—State nurseries are inspected and certified not later than October 1. An inspection certificate shall be valid for one year from date of inspection. The State Entomologist is authorized to revoke a certificate if he finds it is being used in violation of the law. He is also required to furnish all Illinois nurserymen with a list of state and government inspectors whose certificates may be received as equivalent to his own, and the nurseryman receiving stock under such certificates is authorized to substitute for them the Illinois certificate of inspection. Each dealer in nursery stock who has no nursery of his own and each agent for a nursery located outside of Illinois is required to furnish to the State Entomologist annually a sworn statement showing that the stock in which he deals has been duly inspected, and to submit for approval a copy of the certificate of inspection, and to attach a copy of such certificate, if approved, to every parcel of nursery stock delivered. Nursery stock shipped into the state must bear a certificate of inspection attached to each car, box, bale, bundle or package. Dr. S. A. Forbes, State Entomologist; P. A. Glenn, Chief Inspector, Urbana, Ill.

**INDIANA.**—All nurseries are inspected between June 1 and October 1 and at such other times as the head of the inspection department may consider advisable. Stock sent into or within the state must be plainly labeled with the name of the consignor and the consignee and must bear a certificate signed by a state or government official showing that the inclosed stock has been inspected and found free from injurious insects and plant diseases. All foreign-grown stock must be inspected upon arrival at its destination in Indiana. All dealers and agents engaged in selling or soliciting orders for nursery stock in the state of Indiana must take out a license which is issued by the State Entomologist. All nursery firms or other persons whose place of business is outside the state of Indiana and who ship nursery stock into Indiana are required to file with the State Entomologist a copy of their valid certificate of inspection and procure a license, which is good for one year from the date of issue. The fee for license is \$1 in all cases. C. H. Baldwin, State Entomologist, Indianapolis, Ind.

**IOWA.**—State nurseries are inspected at owner's request or if supposed to be infested with dangerous injurious insects or plant disease, and nurserymen are prohibited from selling or shipping without inspection. Shipments into the state must be accompanied by a certificate of apparent freedom from injurious insects or plant disease. A copy of inspection certificate must be filed with and approved by the State Entomologist. Prof. H. E. Summers, State Entomologist, Ames, Iowa.

**KANSAS.**—Nurseries are inspected annually between June 15 and November 1. Certificates are valid until the first day of the following June. No nursery stock shall be brought into the state nor offered for sale within the state without having been properly inspected as shown by an accompanying certificate. State Entomological Commission, Topeka, Kan. Prof. Geo. A. Dean, Entomologist, Manhattan, Kan. Prof. S. J. Hunter, Entomologist, Lawrence, Kan.

**KENTUCKY.**—Nurseries are inspected annually. Every package of nursery stock shipped into the state must have a copy of a certificate of inspection attached and bear on the label a list of the contents. Duplicate certificates of inspection may be filed with the State Entomologist. Prof. H. Garman, State Entomologist, Lexington, Ky.

**LOUISIANA.**—Nursery inspection is under the control of the State Board of Agriculture and Immigration. The entomologist of the Experiment Station at Baton Rouge has charge of the work, and all communications concerning nursery inspection matters should be addressed to him.

The regulations of the Board require every box, bundle, bale or package of nursery stock shipped into the state to be plainly labeled with a copy of a valid certificate of inspection showing where plants were grown, and nurserymen shipping such stock for delivery in Louisiana must first file an annual copy of their certificate for approval.

E. S. Tucker, Entomologist, State Board of Agriculture and Immigration, Baton Rouge, La.

**MAINE.**—All nursery stock shipped into the state shall bear on each box or package a certificate that the contents have been inspected. The State Horticulturist has power to inspect at point of destination all stock entering the state. No person, excepting growers, shall carry on the business of selling nursery stock or soliciting purchases without first obtaining a license. The license fee shall be \$5 per annum. The license shall be issued in the name of the dealer, salesman or agent as the case may be. A. K. Gardner, Horticulturist, Department of Agriculture, Augusta, Me.



MARYLAND.—Nurseries are inspected at least once in six months. All nursery stock subject to attack of insect pests must be fumigated. Shipments into the state must be labeled with the name of consignor and consignee and each package bear a certificate of inspection. Duplicate certificates should be filed with the State Entomologist. Dr. T. B. Symons, State Entomologist; Prof. J. B. S. Norton, State Pathologist, College Park, Md.

MASSACHUSETTS.—Nurseries in the state are inspected annually. Agents or other persons, excepting growers, who desire to sell nursery stock in the state shall make application to and receive from the State Nursery Inspector an agent's license, and shall file with the State Nursery Inspector names and addresses of all persons or nurseries from whom they purchase stock. It shall be unlawful for any person, firm or corporation to sell, deliver or ship within the state any nursery stock unless such person, firm or corporation holds a grower's certificate or an agent's license, and a copy of such certificate or license must accompany each car, box or package delivered or shipped.

The State Nursery Inspector shall have power to inspect at its point of destination all nursery stock coming into the state, and should such stock be found to be infested with injurious insects or plant diseases he may cause it to be destroyed, treated or returned to the consignor at the consignor's expense. Dr. H. T. Fernald, State Nursery Inspector, Amherst, Mass.

MICHIGAN.—Nurseries are subject to inspection; infested trees must be destroyed and the remainder of the stock within a half mile must be fumigated. Shipments into the state must bear on every package, plainly labeled, the name of the consignor and consignee, statement of contents and a certificate showing that the contents have been inspected by a state or government officer; and, if of species subject to the attack of San Jose scale, must be fumigated with hydrocyanic acid gas. Certificates of fumigation must also be attached, together with a copy of the certificate of inspection. This applies to individual orders when several are contained in the same shipment. All nurserymen, whether residents of Michigan or other states, who wish to grow or sell stock within the state must apply to the State Inspector of Nurseries on or before August 1 of each year for a license, for which the fee is \$5. A bond for \$1,000 must also be filed. Certificates of inspection must be filed with the State Inspector of Nurseries before any stock is shipped into the state. Prof. L. R. Taft, State Inspector of Nurseries and Orchards, East Lansing, Mich.

MINNESOTA.—Inspection, annual and compulsory. Inspection may be oftener if it seems desirable.

Shipments into the state must be accompanied by a certificate of inspection.

Carrying companies accepting stock not so tagged are responsible and liable to prosecution.

Dealers in other states sending stock into Minnesota for sale must file a copy of their certificates with the State Entomologist. Prof. F. L. Washburn, State Entomologist, St. Anthony Park, Minnesota.

MISSISSIPPI.—Every nursery in the state must be inspected before November 1 of each year, and every bundle, bale or package of stock sold or transported must be accompanied by a copy of the certificate of inspection attached in a conspicuous place. Every person or firm from other states wishing to ship nursery stock into Mississippi must file with the entomologist a copy of the certificate, which shall state that the nursery is properly equipped for fumigating all nursery stock. A copy of the certificate shall be attached to every bundle, bale or package of nursery stock delivered within the state. Every nurseryman must state that all nursery stock shipped into this state will be fumigated with hydrocyanic acid gas. R. W. Harned, Entomologist, Agricultural College, Miss.

MISSOURI.—Nurseries are inspected annually. Each nursery outside of Missouri shipping stock into Missouri must apply at the office of the Chief Inspector for a permit, which will be issued upon filing the necessary papers and copy of their nursery inspection certificate. No fee is charged for the permit. All agents or salesmen for outside nurseries must apply for an agent's permit. Every package of nursery stock shipped into the state must be clearly labeled with the name of the consignor, consignee, statement of contents and a certificate showing that the stock therein contained has been inspected where grown by a duly authorized inspector and found to be apparently free from dangerously injurious insect pests and plant diseases. The transportation companies are not permitted to deliver nursery stock unless so labeled. Leonard Haseman, Entomologist and Chief Inspector, University of Missouri, Columbia, Mo.

MONTANA.—All stock brought into the state must be unpacked, inspected and fumigated, if necessary, at one of the designated quarantine stations, viz.: Glendive, Miles City, Billings, Bozeman, Lewiston, Helena, Great Falls, Missoula, Victor, Como, Darby, Plains, Mondak, Glasgow, Havre, Kalispell, and Eureka. Nursery stock may be inspected and fumigated at other points

of delivery on payment of all costs. All correspondence and notice of shipment, including an invoice of stock, must be sent to M. L. Dean, State Horticulturist, Missoula, Mont.

NEBRASKA.—All nursery stock shipped into the state shall be labeled with the names of consignor and consignee and a certificate showing inspection since July 1 preceding. Prof. Lawrence Bruner, State Entomologist, or Prof. Myron H. Swenk, Assistant State Entomologist, University of Nebraska, Lincoln, Neb.

NEVADA.—Nursery stock shipped from other states shall bear on the outside of each car, bale or package a label giving the names of the consignor and consignee, together with a copy of an inspection certificate of recent date. Such certificate of inspection must bear the signature of a qualified person in authority in the state in which such nursery stock was grown. No transportation company shall deliver any nursery stock lacking such official certificate of inspection. S. B. Doten, Director, Experiment Station, Reno, Nevada.

NEW HAMPSHIRE.—Nurseries are inspected at least once each year. Shipments into the state must be accompanied by a certificate of inspection or, in lieu thereof, an affidavit showing that the stock has been fumigated with hydrocyanic acid gas, using not less than 2-10 of 1 grain of cyanide of potassium per cubic foot of space, in an air-tight compartment for not less than 40 minutes. A copy of the certificate of inspection or a copy of the affidavit must be attached to each car, box or package shipped into the state. Hon. Andrew L. Felker, Commissioner of Agriculture, Durham, N. H.

NEW JERSEY.—The law requires the inspection of all nurseries at least once in each year. Shipments into the state must be accompanied by a certificate of inspection of current date, or copy thereof, attached to each car or parcel, together with a statement from the shipper that the stock therein is a part of the stock inspected, and stating whether such stock has been fumigated with hydrocyanic gas or not. It shall be the duty of all carriers to refuse for transportation within the state all stock not accompanied by a certificate of inspection. All stock coming into the state may be detained for examination, wherever found, by the State Entomologist or the State Plant Pathologist, and if found to be infested with any insects or plant diseases, injurious or liable to become so, will be destroyed. Dr. T. J. Headlee, State Entomologist, New Brunswick, N. J.; Dr. Mel. T. Cook, State Plant Pathologist, New Brunswick, N. J.

NEW MEXICO.—No law relative to transportation of nursery stock. The Territorial Legislature of 1903 provided for county boards of horticultural commissioners which were given authority to control orchard pests. Prof. Fabian Garcia, Horticulturist, Agricultural Experiment Station, State College, N. M.

NEW YORK.—All nursery stock shipped from any point in the state must have attached to each car, box, bale or package copy of certificate of inspection. Valid to September 1st, 1916. Nursery stock shipped into the state must remain packed and unopened until permission is given by the Commissioner of Agriculture or his duly authorized representative. No nurseryman, agent, dealer or broker can legally sell or ship without positive evidence of its having been inspected and certified. Custom house brokers importing or bringing nursery stock into the state shall immediately, upon receiving consignments, notify the Commissioner of Agriculture and must comply with the Federal Law.

All trees infested with San Jose scale or other injurious insects and all trees and plants infected with fungous diseases, crown gall, or galls on the roots, must be destroyed or returned to the shippers.

#### A NEW LAW

§ 264. **Damages accruing from sale of trees.** Nothing contained in section two hundred and sixty-three or any other section of this chapter shall be construed to deprive a purchaser of any fruit-bearing tree of his remedy at law in a civil action to recover damages sustained by reason of such trees proving untrue to name as specified on the label. Such damages may be recovered in a civil action by the purchaser of such fruit-bearing trees or by his personal representative or assignee at any time prior to the third bearing year, provided the purchaser notifies the seller as soon as he has reason to believe that such trees are not true to name. In any action to recover damages suffered by the purchaser by reason of any fruit tree or trees not being of the name or variety under which they were tagged and sold, the seller shall have the burden of proof in establishing that any contract or any provision of any such contract exempting the seller from liability or limiting his liability was agreed to by the purchaser. In every case of a sale of fruit-bearing trees in lots of twenty-five or more, the seller must at once furnish the purchaser a copy of such contract upon the face of which shall be plainly printed the following: "In any action to recover damages suffered by the purchaser by reason of any fruit tree or trees not being of the name or variety under which they were tagged and sold, the seller shall have the burden of proof in establishing that any contract or any provision of any such contract exempting the



seller from liability or limiting his liability was agreed to by the purchaser." The seller must also accompany the shipment of such trees with an itemized list of the same, which lists\* shall also give the name of the county and state where the trees covered by it were grown, the age of the trees, and the name and address of the person for whom the trees were grown, if requested by letter or in writing on the contract by the purchaser at the time of purchase. Within five days after the receipt by the purchaser of the trees and the list thereof the purchaser shall compare and notify the seller of any discrepancy between the list and the labels on such trees. Charles S. Wilson, Commissioner of Agriculture, Albany, N. Y.

\*So in the original.

**NORTH CAROLINA.**—Every shipment of nursery stock into this state must be accompanied by a valid copy of a certificate of inspection. Every person, firm or corporation desiring to ship nursery stock into this state must file a copy of their certificate with the entomologist. It will be of advantage to the nurserymen if they attach a guarantee of fumigation to the shipment. A copy of regulations will be sent on application. Franklin Sherman, Jr., Entomologist, State Department of Agriculture, Raleigh, N. C.

**NORTH DAKOTA.**—The director of the Experiment Station is authorized to cause inspection and prescribe treatment of diseased nursery stock. Shipments into the state must bear a certificate of inspection. Every person who employs agents or salesmen or who solicits for the sale of nursery stock must obtain a license upon the payment of \$10 and upon filing a certificate of inspection and a \$500 bond. Said license will permit holder to do business in the state for one year. Director North Dakota Experiment Station, Agricultural College, N. D.

**OHIO.**—Shipments of nursery stock entering the state must bear the name of the consignor and consignee and be accompanied by an official certificate of inspection or fumigation. Transportation companies are required to notify the State Board of Agriculture of all shipments of nursery stock entering the state. Agents are required to pay a license fee of \$1 and dealers a license fee of \$5, also to file sworn statements that the stock which they sell or deliver has been officially inspected and was received by them accompanied with a valid certificate of inspection or fumigation. N. E. Shaw, Chief, Bureau Nursery and Orchard Inspection, Columbus, Ohio.

**OKLAHOMA.**—The following is a copy of surety bond to be used by nurserymen outside the state of Oklahoma who desire to dispose of nursery stock in the state of Oklahoma:

In accordance with Section 17, Senate Bill 342, Oklahoma Session Laws of 1914-15, this surety bond guarantees to the

state of Oklahoma that the nursery represented will not dispose of nursery stock of an inferior grade, or nursery stock that is untrue to name, or nursery stock infested or infected with insects or diseases that are considered to be injurious by the Oklahoma State Board of Agriculture. Furthermore, the nursery represented in this bond guarantees by this bond to strictly comply with the law established by the state of Oklahoma and the rules and regulations promulgated in compliance therewith, by the Oklahoma State Board of Agriculture.

Approved July 1, 1915.

F. M. GAULT, President, State Board of Agriculture,

Stillwater, Okla.

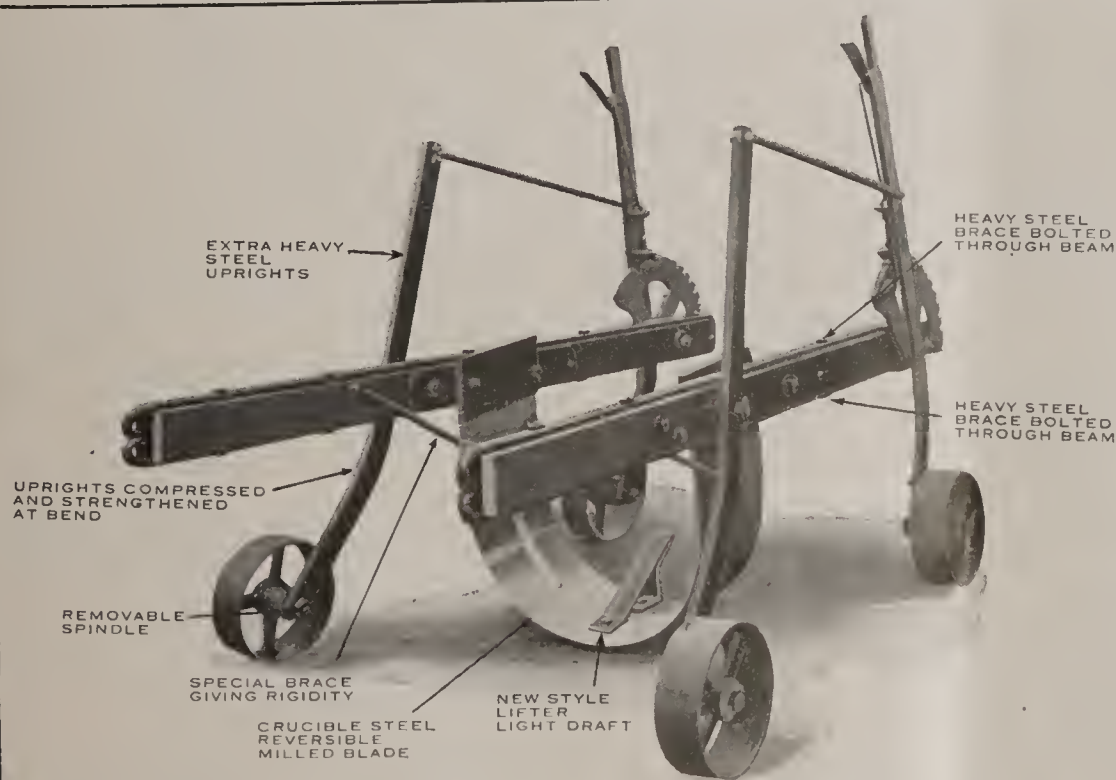
**OREGON.**—The State Board of Horticulture has charge of inspection within the state. All nursery stock brought into the state must be inspected at station of delivery before delivery to consignee. If found infected or infested, nursery stock must be returned to consignor or destroyed. Peach pits, peach trees and scions and other trees on peach roots grown in or coming from districts where peach yellows, little peach or peach rosette are known to exist, are prohibited entry. Every carload and case containing nursery stock, trees, plants, etc., must have plainly marked thereon in a conspicuous manner and place the name and address of consignor; name and address of consignee; name of country, state or territory where contents were grown and must show that it contains nursery stock, seedlings or seeds. Address State Board of Horticulture, Portland, Oregon.

**PENNSYLVANIA.**—Nurseries must be inspected at least once a year, and no nurseryman, agent, dealer or broker can legally sell or ship stock without a certificate of inspection. Certificates of fumigation are required to accompany shipments from other states, and the word "fumigated" printed or stenciled on or accompanying the certificate of inspection will not be accepted unless it is apparent that such word is a part of the certificate granted by a state inspection officer.

Nurserymen from other states are required to file affidavits that all nursery stock of kinds subject to infestation by San Jose scale will be properly fumigated before shipment into the state. Blanks furnished upon application. Dealers in nursery stock are granted certificates upon application and the filing of a statement that they will buy nursery stock only from nurserymen or growers holding valid certificates of inspection.

Transportation companies are required to reject all stock entering the state, unless certificates of inspection and fumigation are attached. Prof. H. A. Surface, Economic Zoologist; Enos B. Engle, Chief Nursery Inspector, Harrisburg, Pa.

**RHODE ISLAND.**—The Inspection Law provides that the State



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NEOSHO - - MISSOURI



Board of Agriculture shall appoint a State Entomologist whose duties it shall be to inspect nurseries and orchards and to grant an annual certificate for sale of nursery stock. All nursery stock shipped into the state must bear on each package a certificate that the contents have been inspected by an authorized inspection officer. The State Entomologist is, furthermore, authorized to inspect any nursery stock which comes into the state, even when sent in under an official certificate, if he deems it advisable, and shall order its return to the consignor if any injurious insects or plant diseases are found therein.

An affidavit of fumigation is no longer accepted in lieu of official inspection.

Agents who have no nursery, and who wish to sell nursery stock within the state, must apply to the State Entomologist for an agent's license and must state where they propose to purchase their stock to be sold. A. E. Stene, State Entomologist, Kingston, R. I.

**SOUTH CAROLINA.**—Stock coming from other states, provinces or foreign countries and consigned to points within this state must have attached to every bundle or package an interstate tag or permit issued by the South Carolina Crop Pest Commission. This interstate tag or permit can be issued only after the certificate of inspection of the state, country or province where shipment originated has been approved by the South Carolina State Crop Pest Commission and filed in the office of the entomologist or pathologist of the said commission. It is further required that the fumigation certificate of the South Carolina State Crop Pest Commission be properly filled out and filed in the office of the entomologist or pathologist of the commission before the interstate tag or permit can be issued, unless the official inspection certificate includes a statement that the nursery is properly equipped for fumigating. Prof. A. F. Conradi, State Entomologist; Prof. H. W. Barre, State Pathologist, Clemson College, S. C.

**SOUTH DAKOTA.**—All nursery stock shipped into the state must be accompanied by a certificate of inspection issued by the State Entomologist of the state from which it was shipped. Any person, firm or corporation owning a nursery which sells stock to be delivered in this state must certify where the stock was grown and attach this statement to all shipments. Harry C. Severin, State Entomologist, Brookings, S. D.

**TENNESSEE.**—Nurseries are inspected annually, or oftener if necessary. Any person, firm or corporation without the state, desiring to do business within the state, shall file with the state Entomologist and Plant Pathologist a copy of his certificate of inspection issued and signed by proper official of his state, as well as an agreement to fumigate properly all stock shipped into the state. Every shipment must be accompanied by a copy of said certificate of inspection and a fumigation tag. Every individual sale or bill of trees shall bear a copy of certificate. Failure to comply with the requirements subjects stock to confiscation.

Following is the form of required agreement to fumigate:

We, the undersigned, agree to fumigate with hydrocyanic acid gas, according to the required strength, all nursery stock subject to attack from San Jose scale and other dangerous insect pests. We also agree to attach a fumigation tag to each and every shipment going into the state of Tennessee.

Prof. G. M. Bentley, State Entomologist and Plant Pathologist, Knoxville, Tenn.

**TEXAS.**—Nurseries and greenhouses are inspected annually. All shipments of nursery stock originating outside the state must not only bear shipping tags showing copy of certificate of inspection from the State Inspector of the state in which the shipment originates, but in addition thereto must have a tag showing copy of permit from Texas. Freight and express companies in this state are prohibited from receiving or delivering shipments which do not bear tags showing copy of Texas permit and they are exempt, by law, from damages arising from refusal to deliver such shipments.

No nursery stock shall be shipped into the state by any person or company without first filing with the State Department of Agriculture a certified copy of certificate of inspection from State Inspector of the state in which the shipment originates. A fee of \$5 is required for issuance of permit to ship into the state. Agents or dealers operating in Texas for nurserymen outside of the state, must procure proper credentials, as agents, from their nurseries, on a form furnished and approved by the Commissioner of Agriculture, and each agent or dealer must be prepared to present such credentials at all times.

Dealers are classed as nurserymen and are required to take out permit. Greenhouses and greenhouse plants are included for inspection by the Texas law and all State Inspectors should advise their nurserymen, florists or owners of greenhouses that they must have a Texas certificate before they can make shipments into the state. Ed. L. Ayers, Chief Inspector, Austin, Texas.

**UTAH.**—No person shall engage in the business of selling or importing nursery stock without having first obtained a license to do business in the state. Any person may obtain a license from the State Horticultural Commission upon the payment of a fee of \$2.50 annually and by filing with the State Horticultural Commission a bond in the sum of \$500. Each salesman or agent must hold an authorization from the firm he represents, giving his name and the name and address of the persons he represents, together with the license number of his principal. A copy of the certificate of inspection must be attached to each shipment. All nursery stock will be quarantined on arrival and, if deemed necessary, disinfected or destroyed at the cost of the owner. J. Edward Taylor, State Horticultural Inspector, Salt Lake City, Utah.

**VERMONT.**—Nurseries are inspected annually. Nursery stock shipped into the state shall be accompanied by a certificate of inspection and the name and post-office address of the consignor and consignee. M. B. Cummings, State Nursery Inspector, Burlington, Vt.

**VIRGINIA.**—Before selling nursery stock, it is necessary to procure from the auditor of public accounts, Richmond, Virginia, a certificate of registration for which the fee is \$20 for principals, duplicates for agents' use free. Send certified check or draft for \$20 drawn or indorsed payable to the Treasurer of Virginia. (Personal checks will not be accepted.) Duplicate of certificate of nursery inspection must be filed with the State Entomologist, who

## SITUATIONS WANTED

**YOUNG MAN** with thorough technical training and practical experience in nursery work desires a responsible position.

C. M., Care of National Nurseryman.

### SITUATION WANTED

By man capable of holding responsible position, to take charge of Nursery. Life experience in growing high-class stock, both in fruits and ornamentals. Thoroughly conversant with all forms of propagation under glass and outside. Used to handling large force of men. Strictly temperate. References.

M. B., care of NATIONAL NURSERYMAN.

## Manager Wanted

### WANTED

After January 1st, 1916 a man capable of managing a large nursery. Must have had experience.

Address C. R.  
Care of National Nurseryman.

## For Sale

**FOR SALE**—Good nursery, 35 acres actually in nursery, 80 Acre farm. 1¼ Acres residence, Office and Packing grounds in town. Whole, or stock only and land rented. Excellent business, established 19 years with enviable reputation for square dealing. Good reasons for selling.

Address H., Care of National Nurseryman.

### FOR SALE

**In Apples 2 yr. old Buds & 3 & 4-yr-old Grafts**

No reasonable Price refused.

PAT'K O'HARA

DANVILLE

NEW YORK

## Canada Unleached Hardwood Ashes.

The best, cheapest, and most lasting fertilizer in the world. For prices delivered at your station write.

GEORGE L. MUNROE

OSWEGO

NEW YORK



## 100,000 BERBERIS THUNBERGII SEEDLINGS 1yr.

Grown thinly in cultivated rows. Stocky and well rooted.

MARTIN H. MUSSER,  
38 Cottage Avenue - - - Lancaster, Pa.

## YOUNG EVERGREENS

For Growing On: Rhododendrons, Kalmias, Hollies, Lencothoes, Carolina Hemlocks in quantity and quality.  
Write for prices.

**Rosebay Nursery, Garden City, N. C.**

## HYDRANGEA P. G. LAYERS

We have the finest Hydrangea P. G. layers this year that were ever grown. They contain that vitality,—which is the real foundation of success in transplanting and future growth. Write for prices.

**THOMAS MEEHAN & SONS**  
Wholesale Nurserymen, DRESHER, PA.

## St. Regis' Raspberries

We hold probably the largest true stock of this ever-bearing raspberry in America, and shall be glad to make attractive quotations on suckers or transplants.

F. W. BROW NURSERY COMPANY, Inc.,  
Rose Hill - - - New York

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Growers of Ornamental Nursery Stock  
Box 731 WILMINGTON, N. C.

## THE CURETON NURSERIES, Austell, Ga.

Offer for fall delivery a fine lot of Lombardy Poplar, Oriental Plane, Silver Leaf Maple, Umbrella Chirya, Tree Altheas, Crape Myrtle, two and three years old at very attractive prices.



**40 ACRES** solid to Superior, Progressive, American and other best everbearers. Get acquainted offer for testing. Send us 10c for mailing expense, and we will send you 6 high quality everbearing plants (worth \$1) and guarantee them to fruit all summer and fall, or money refunded. Catalogue with history **FREE** if you write today.  
THE GARDNER NURSERY CO.  
Box 162 OSAGE, IOWA

## TRADE DIRECTORY

New 1914 Edition Price \$3.00, Postpaid  
NATIONAL NURSERYMAN PUB. CO. Inc.,  
ROCHESTER, - - - N. Y.

## GRAPE VINES

OTHER SPECIALTIES: Gooseberries, Currants.  
Send want list for prices.  
The JOSSELYN NURSERY COMPANY,  
Fredonia, N. Y.

will furnish tags at cost, and one tag must be attached to each package of stock to be sold in the state. W. J. Schoene, State Entomologist, Blacksburg, Va.

WASHINGTON.—No person shall sell or distribute nursery stock or solicit for sale without first obtaining a license to conduct business in the state. All licenses expire July 1st. The license fee for nurserymen and tree dealers is \$5, and for agents \$1. Nurserymen and tree dealers must execute a bond in the sum of \$1,000 to cover compliance with the state laws in that the nursery stock covered by said license be true to name and variety.

The state is divided into ten horticultural districts and an inspector-at-large is in charge of each district. All shippers of nursery stock into the state must give notice of their intention to ship by notifying the inspector-at-large into whose district the shipment is made, and sending a copy to T. O. Morrison, Assistant Commissioner of Agriculture, Division of Horticulture, Olympia, Washington.

WEST VIRGINIA.—The Commissioner of Agriculture has power to provide quarantine regulations concerning the transportation and sale of nursery stock. No person or corporation either for himself or as agent for another shall offer for sale, sell or deliver nursery stock unless he shall have first procured from the Commissioner of Agriculture a certificate of registration, the annual fee for which is \$5. All nursery stock entering the state must be accompanied by a certificate of inspection and also by an official permit tag obtained from W. E. Rumsey, State Entomologist, Morgantown, W. Va.

WISCONSIN.—All persons, firms or corporations shipping nursery stock into the state are required to file a duplicate certificate of inspection, and secure a state license at the cost of \$5, if selling at retail or through agents. Each shipment must bear certificate tags which shall be attached to each package, box or carload lot. Transportation companies are forbidden to deliver nursery stock unless accompanied by valid certificate tags. All agents selling nursery stock within the state must be supplied with an agent's duplicate license at the cost of \$1, which shall bear the same number and date as that of the principal. Wilful misrepresentation of quality or variety of stock offered for sale shall constitute a punishable misdemeanor. Prof. J. G. Sanders, Entomologist and Chief Nursery Inspector, College of Agriculture, Madison, Wis.

WYOMING.—Licenses are issued on application for a period terminating on July 1 of the next succeeding inspection year (approximately two years). Applications should be accompanied by the license fee of \$25, a bond in the sum of \$500, and by a certified certificate of inspection from an authorized inspector in the state from which shipments are to be made. On receipt of these the Secretary of the State Board issues authorized shipping tags at cost. Transportation companies may not deliver unless such tag be attached to each shipment. A copy of the law may be secured from the Secretary of the State Board of Horticulture, Prof. Aven Nelson, Laramie, Wyo.

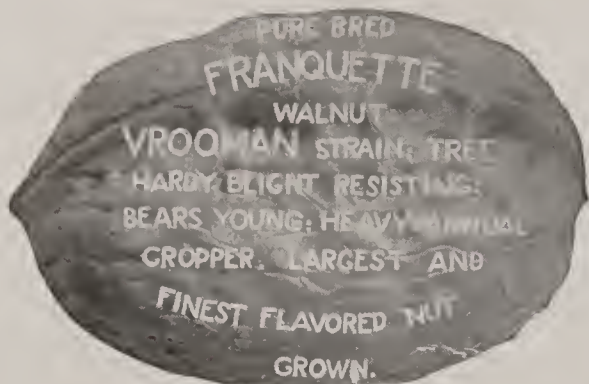
CANADA.—No nursery stock shall be imported that is infested with any of the following insect pests or diseases: San Jose scale, brown-tail moth, gypsy moth, woolly aphis, West Indian peach scale, potato canker, gooseberry mildew, internal and external parasitic diseases of potato, branch canker, blister rust of white pine, Mediterranean fruit fly, potato tuber moth. Nursery stock shall be imported only through the ports and during the periods mentioned: Vancouver, B. C., from October 1 to May 1; Niagara Falls, Ont., from October 1 to May 15; Winnipeg, Man., North Portal, Sask., and St. John, N. B., from March 15 to May 15, and from October 7 to December 7; Windsor, Ont., and St. Johns, Que., from March 15 to May 15, and from September 26 to December 7.

Importations by mail are prohibited. The port by which it is intended that the nursery stock shall enter shall be clearly stated on each package, and notice of shipment must be sent to the Dominion Entomologist, Ottawa. European nursery stock and certain other classes of vegetation may in the case of certain ports be allowed to proceed and shall be inspected at point of destination, but must not be unpacked except in the presence of the inspector. Copies of the regulations governing the importation of nursery stock into Canada may be obtained from Dr. C. Gordon Hewitt, Dominion Entomologist, Ottawa, Canada, to whom all inquiries should be addressed.

Mr. John C. Chase, of the Benjamin Chase Company, is in California, taking in the exposition.

Elizabeth Nursery Company, Elizabeth, N. J., are building a new packing shed and storage cellar, the former being 66 by 66 and the storage cellar 128 by 72 feet.





### Are You Looking Ahead?

#### PLANT PURE BRED FRANQUETTE WALNUTS

Biggest future money-making trees you can plant, and require the least care. We are the exclusive growers of this hardy superior Vrooman strain and largest Walnut tree growers in the world. Write for literature and prices.

### Oregon Nursery Company,

ORENCO

OREGON



## PEACH SEED

1914-1915

Write for sample and prices

Thos. R. Haman, 1614 E. Oliver St., Baltimore, Md.

## Peach Trees and Strawberry Plants

all leading market sorts for Fall, 1915.

MYERS & SON, - Bridgeville, Del.

## EUONYMUS VEGETUS

The rarest evergreen climber, common name  
EVERGREEN BITTERSWEET

Specimen Arbor Vitae, Norway Spruce, and Hardy Phlox in best quality, can supply in carload lots, get sample and prices.

### ADOLF MÜLLER

DeKALB NURSERIES

Norristown, Pa.

## FOR ROSES LOOK TO

The CONARD & JONES Company,

West Grove, Pa.

## P. OUWERKERK,

No. 216 Jane St., Weehawken Heights, Hoboken, N. J.

Rhododendrons, Clematis, H. P. Roses, Hardy Azaleas, Paeonies, Magnolias, Box Trees, Fancy Conifers, Hydrangeas and Shrubs, our specialties at our HOLLAND NURSERIES. Some of the goods on hand here during the packing season.

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Catalogues

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Business Forms

Ask for Prices.



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Publishing Co.  
Bathoro, Pa.

Specialists in Nursery Printing

We are the printers of this Magazine

### PLEASANT HILL NURSERY CO.

FINLEY & WINDMILLER, Props.

PLEASANT HILL, ILL.

We offer a large stock of Apple Trees, peach, plum and cherry trees, in all leading varieties. Send us your want list for Quotations.

Special price on peach in Car Lots. Better get our prices. We can save you money.

### THAT COMPETITOR

of yours puzzles you. REASON: He knows us and you do not, or he knows us better. If you wish to be as successful, better get our prices, we take care of the quality. Don't delay. We are ready to wait on you.

KALLEN & LUNNEMANN, Boskoop, Holland

### TREE SEEDS

Large assortment of Tree, Shrub and Fruit Seeds for ornamental and forestry purposes. Send for catalogue. CONYERS B. FLEU, Jr.

Germantown, Philadelphia, Pa.

## 30,000 One Year Peach

To offer Fall 1915 in good assortment, these are extra fine trees, 7-16 and up, mostly in heavier grades, nice straight and smooth, good height and well branched. Special prices in carload lots.

## EASTERLY NURSERY CO.

CLEVELAND, TENN.

### Roses New and Roses Old

SUMMER GROWN ON OWN ROOTS

2½ inch for lining out

4 inch for short lists



### NURSERYMANS SPHAGNUM MOSS

Can quote you very low price if you are interested. I have had 18 years experience and know what you want. Reference; R. G. Dun, Milwaukee, Wis., or Warren's Bank, Tomah, Wis. Address, B. R. MITCHELL, Mather, Wis.



## Sacrifice, Closing Out Sale

Fine stock of two, three and four year Apple trees, in all leading varieties, BALDWIN, GREENING, SPY, DUCHESS, ALEXANDER, YORK IMPERIAL, ROME BEAUTY, McINTOSH, and other small lots. Some PEAR and QUINCE.

If interested, call and look over stock with idea of cleaning out entire lot, as we are going out of business.

ONE NEW STARK DIGGER (Complete)

**KINGSFORD FARMS NURSERY,**

OSWEGO

NEW YORK

## 2,000,000

Red and Black

## Raspberry Plants

For Fall and Spring  
1915-16

Write us for special prices on stock for winter storage

Headquarters for

CUTHBERT, KING, MILLER, ST. REGIS, CUMBERLAND, GREGG, CONRATH, KANSAS, PLUM FARMER.

Millions of Strawberry Plants for Spring Delivery

Get in touch with us

**DAVID KNIGHT & SON,**  
Sawyer, Michigan

## We Have Something Special To Offer

IN

WEIGELIAS, CANDIDA, and EVA ROETHKE, PHILADELPHUS, PYRUS JAPONICA, DEUTZIAS, SPIRAEA VAN HOUTTEI AND OTHER SHRUBS.

Also

**Hardy Perennials**

Send us a list of your requirements

**WOOD STUBBS & CO.,**  
Louisville, Ky.

## Headquarters For Fruit Plants

Million of Lucretia, Austin and Premo Dewberry plants.

Million of St. Regis and other Raspberry plants.

Lot of Blackberry R. C. plants, Grape Vines, Gooseberry, Asparagus and Rhubarb roots.

100,000 Privet from 6 to 30 inches—1 year old—fine.

Millions of privet cuttings—no better plants grown.

Try BORGO'S plants, vines and roots first.

Send for Price list.

**MICHAEL N. BORGO,**

VINELAND

NEW JERSEY

**You Can Save Time and Money**

If you use our neatly packed

## SHEET NURSERY BURLAP

Put up in Bales

In various size sheets ranging in sizes from  
24x24 to 40x40 inches

Write for particulars

**Sarachan & Rosenthal**

64-66 Hanover Street

ROCHESTER,

NEW YORK

**For FALL 1915 and SPRING 1916.**

A choice lot of Apple, Plum, Cherry, Pear, Apricot, Peach, Currants, Roses, Barberry, Thum., Cal. Privet, Hydrangea P. G., Bud Sticks and Currant Cuttings in the leading varieties. Don't place your order without getting our prices.

**MANEY & SAYRE, Inc.**

Wholesale Nurseries,

GENEVA

NEW YORK

## 14 ACRES

## Peonies

An ever growing demand brings peony sales to those having the best kinds. Our collection contains nearly all the best ones—delivery now or stored for early spring.

Cannas, Carnation plants, Dahlias, Delytra, Gladioli, Hemerocallia, Iris, Strawberries. List ready, send for it.

**C. BETSCHER**

CANAL DOVER

OHIO, U. S. A.

## CHAMPION NURSERIES

Perry, - Ohio

Peach in car lots

Jap. Plum, one year, 5 to 6 ft.

## SPHAGNUM MOSS

For Nurserymen.  
For Florists.

Write for latest prices, stating quantities and date required

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**VAUGHAN'S SEED STORE**

When writing to Advertisers please mention The National Nurseryman.



## 4,500 STANDARD ROSES

IN THE BEST VARIETIES

Thousand of bush roses in Teas, Hybrid Teas and Hybrid Perpetuals.

Climbing Roses, pot-grown, extra strong and a thrifty lot of 1, 2, and 3 year old lilacs, Marie le Gray.

Our stock promises to be better this year than ever before. Thrifty, strong, absolutely healthy plants, with fine roots as good as we have ever grown and as good as you can buy here or abroad.

Ask for our reasonable prices

**A. J. VAN DER VIES & CO.**  
Oakton, - - - Va.

## Fumigation with Hydrocynic Acid

Gas Generated from Cyanide of Sodium 129%

Is the only positive eradicator of San Jose Scale and other Insect Pests. Endorsed by all agricultural experiment stations.

Manufactured by

**The Roessler & Hasslacher Chemical Co.**

100 William St., New York

## LOUIS LEROY'S NURSERIES CO.

ANGERS, (France.)

L. Levavasseur & L. Courant, Proprietors-Directors.

Established 1795.

### *Fruit Tree Stocks and Ornamental Stocks*

Exports exceed 25,000,000 stocks annually.

Wholesale Growers and Exporters of high-grade Nursery Stocks, such as: Pear, Apple, Maheleb, Mazzard, Myrobolan, and Angers Quince Stocks. Rosa Manetti, Multiflore and Canina. Young Forest and Ornamental Stocks, Shrubs, Conifers, Roses, most leading varieties.

For Wholesale Catalogues (N. N. Edition) giving prices of above items, address us or our American Agent, The H. FRANK DARROW CO., INC., NEW YORK, 26 Barclay Street, or P. O. Box 1250.

Pick up a pin on this: On account of the geographical situation of our Cultures, and having besides this more than the required number of unmobilized clerks, and workmen to do the digging, packing, shipping, etc., of our stocks, we will therefore be quite able to send them over, as usual, in spite of the War.

J. GOUCHAULT & TURBAT Nurseries.

## E. TURBAT & CO.

*Nurserymen and Rose Growers*

**ORLEANS, France,**

inform the whole Nursery Trade that, notwithstanding the War, they have maintained their Nurseries up to the usual level, and that they will be from now, very pleased to answer all demands of quotations for:

**ROSES** One of the most extensive existing collections, deliverable as DWARFS, on their own roots; GRAFTED on Dog Rose roots, DWARF BUDDED on Dog Rose seedlings in all the best Old and New varieties; also as Standards. Ask for our special List of Novelties.

**ROSE STOCKS**, such as ROSA CANINA, of which we have largely increased our production; MANETTI, GRIFFERAIE, LAXA, MULTIFLORA, POLYANTHA, &c.

## FRUIT TREE STOCKS

All varieties, all sizes.

Young Deciduous Ornamental Trees & Shrubs

YOUNG CONIFERS,

NEW RARE OR NOTICEABLE TREES,

SHRUBS, HARDY HERBACEOUS, ETC.

## WOOD LABELS

For Nurserymen and Florists

The kind that give satisfaction.

Facilities for the handling of your requisite, combined with the quality of our product is unsurpassed.

Samples and prices are at the command of a communication from you.

**Dayton Fruit Tree Label Co.**

South Canal St., Dayton, Ohio

## SGARAVATTI BROS. SAONARA

(Padua—Italy)

### Fruit Tree Stocks

Wholesale Growers and Exporters of Pear, Apple, Myrobolan, and Angers Quince, Forest Tree Seedlings.

### MYROBOLAN SEEDS

Prices on Application



# ENGLISH NURSERY STOCK

GROWN IN LARGE QUANTITIES

RHODODENDRONS a splendid lot this season, fine bushy plants. Plenty of the hardy Catawbiense named varieties suitable for the American climate including the newer and superior kinds.

AZALEAS, ANDROMEDA, KALMIA and other American plants in great variety.

CONIFERS a large stock, of all hardy kinds.

HARDY ORNAMENTAL, EVERGREEN and DECIDUOUS TREES.

ROSES. Dwarfs and Standards in all varieties.

CLEMATIS AND CLIMBING PLANTS.

FRUIT TREES Espalier trained pyramids in quantity.

MANETTI ROSE STOCKS 1 year splendidly rooted from sandy loam, none better imported.

A general assortment of hardy outdoor stock. Glad to answer inquiries.

THIRTY YEARS SUCCESSFUL TRADING IN THE STATES

No Agents. Write direct for wholesale catalogue to

**WALTER CHARLES SLOCOCK, Goldsworth Nurseries, Woking Surrey, England**

Half an hours rail from London, London & S. W. Ry., Main Southampton Line. Cable Slocock Woking. (A. B. C. Code).

"We Raise Our Own Trees"

## Evergreens

Seedlings Transplants

Select from our specialized collection of young conifers for every place and purpose. Stock particularly suited for lining out and forest planting. Your order will have personal attention and the price will be right. Send for our catalogue and save money.



**The North Eastern Forestry Co.**

Box E. CHESHIRE, Conn.

**V.G.'S VERY GOOD**  
HARDY NURSERY STOCK SUCH AS  
AZALEAS, BUXUS,  
CONIFERS, EVERGREENS,  
PAEONIES, MAGNOLIAS,  
RHODODENDRONS, ROSES, ETC.

Offered by

**VAN GELDEREN & CO.**

Wholesale Nurseries

Ask for Catalogue

BOSKOOP (Holland)

## FAIRFIELD NURSERIES

FRUIT AND SEED FARMS

OFFER for Fall 1915

GRAPE VINES—One and two years old. Varieties largely Moore's Early, Concord and Niagara.

Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, all re-cleaned and guaranteed first class.

Correspondence solicited. Price list upon request.

**CHAS. M. PETERS**

P. O. Address, Salisbury, Wicomico County, Md., R. F. D. 3

Long Distance Phone and Telegraph, Salisbury, Md.

## The Framingham Nurseries

200 Acres  
High Grade  
Trees, Shrubs,  
Evergreens,  
Vines, Roses,  
Etc.



Fine Stock  
of  
Rhododendrons  
Kalmias  
and  
Andromedas

Send for Price List

**W. B. WHITTIER & CO.**

FRAMINGHAM, MASS.

We have a splendid stock of

## Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

Give us a trial order, send in your list now for quotations

**WHELOCK & CONGDON**

SUCCESSORS TO  
WILLETT & WHELOCK

North Collins, N. Y.

## Foster-Cooke Co.

Nurserymen

Fredonia, N. Y.

Growers of

**Grape Vines, Gooseberries, Currants**

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We grow our Stock up to QUALITY and GRADE, not down to a price. Nevertheless, our prices are always in line you can't afford to pay less, and there's no sense in paying more. If you are pleased with what you have been getting, you will be better pleased with our stock.



# NORWAY MAPLES

We grow them in large quantities and have at this time several thousand, in sizes from 1 to 2½ inch caliper, with straight leaders and well developed tops. Prices reasonable. Trade list mailed upon request.

**Swan River Nursery,**  
Patchogue, Long Island, N. Y.

## The Westminster Nursery

Westminster, Md.

J. E. Stoner, Prop.

We are offering for Fall 1915 and Spring 1916, Peach and Apple Trees, California Privet, Asparagus 1 and 2 year, Downing Gooseberry and Snyder B. B. plants, Berberry Thunbergii in grades.

Can supply the above in car load lots or less. We also have a large surplus of Hydrangeas P. G., Spireas and Deutzias assorted, Evergreens, N. Maple, Horse Chestnuts and Carolina Poplar. Please submit list of wants for prices.

We offer

**North Carolina Natural Peach Seeds**

## WE OFFER

Grape Vines, Currants and Gooseberries  
in all varieties and grades

—also—

Grape and Currant Cuttings and Light  
Grade of Vines for Lining Out  
in Nursery Rows

WRITE FOR PRICES

**F. E. SCHIFFERLI, Fredonia, N. Y.**

## Vincennes Nurseries

VINCENNES, IND.

W. C. Reed, Prop.

LEADING SPECIALTIES FOR FALL 1915

CHERRY—One Year 11-16 up, ⅝ to 11-16 and ½ to ⅝

General List of Varieties Sweets and Sours

CHERRY—Two Year strong on Emg. Morello & Wragg.

STD. PEAR—One, Two and Three Year strong on Bartletts.

QUINCE and DWARF PEAR—One and Two Year.

BUNGEI CATALPA and WEEPING MULBERRY, extra fine

General List of Apple, Peach and Plum

One Year Cherry promise very fine.

Personal Inspection invited.

We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade list ready.

**The Willadean Nurseries**  
Sparta, Ky.

## 500,000 California Privet

Two years, 2 to 3 feet, 5 to 8 branches, extra fine.

Two years, 2 to 3 feet, 3 to 6 branches.

Two and Three Years, 3 to 4 feet, 6 to 12 branches, extra fine.

Bright, Clean and Handsome with remarkable root system.

**Amoor River Privet**

One year, 12 to 18 in., extra fine.

**Berberis Thunbergii**

Two years 1½ to 2 ft.; two years, 2 to 3 ft.

Two years, transplanted and stocky, 9 to 12 in., 12 to 18 in.

SPECIAL RATES ON LOTS OF 5000 OR MORE.

Contracts for California Privet in car lots for fall delivery solicited.

**J. T. LOVETT,**

**Monmouth Nursery,**

**LITTLE SILVER, N. J.**



**Ready  
Now**

Special  
Cover Gratis



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80 Pages  $\longleftrightarrow$  Size 6 x 9

OVER 100 BEAUTIFUL ENGRAVINGS

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**DO NOT COMPARE "JUNK"**  
Editions with Practically Planned and  
Printed Catalogs Like Ours

A Nurseryman said recently: "It is the only  
real stock catalog I have ever seen."

**SEND FOR COPY TODAY**

**GILLIES LITHO. & PRINTING CO.**  
HORTICULTURAL PRINTING A SPECIALTY  
P. E. Fellows, Mgr. ROCHESTER, N.Y.

## A Stupendous Quality Inducement

To the trade accepting fall shipments, a very generous discount off of my fall price list will be quoted. And further remember,

**WHEN YOU WANT PLANTS AS GOOD AS HATHAWAY'S**

### You Should Buy of Hathaway—

For you could not buy better, even though you paid more. I am offering in three grades or more of crop, put up in attractive bundles, the finest lot of quality plants I have ever grown. I offer in **RASPBERRY**, Top, Cane or Transplants, in black, purple, red and yellow. The Greggs, Cumberland, Kansas, Plum Farmer, Columbian, Cardinal, Haymaker, Royal Purple (the best shipper of all purples) and Shaffer's Colossal, St. Regis (everbearing red), Cuthbert, Eaton, Early King, Marlboro, Miller Perfection, Ruby, Herbert, Loudon and Golden Queen. In **BLACKBERRY**, Root Cutting, Cane or Sucker, and some Transplants, I offer Ancient Britton, Blowers, Eldorado, Early Harvest, Early King, Lucretia Dewberry, Mercereau, Ohmer, Rathbun, Snyder, Taylor and Ward. **STRAWBERRY PLANTS** in leading variety, including **FALL BEARERS**. Currants, Grapes and Gooseberry in variety. Also the **EVERBLOOMING BUTTERFLY BUSH** (a flower), one of the best selling new novelties of recent introduction. Write me now, inclosing your want list, for my special offer for fall shipments to be made prompt at the time you say. Such service should appeal to and hold your continued patronage.

Yours Truly,

A. A. of N. **Wick Hathaway,**  
Permanent Badge **Madison, Ohio.**  
No. 157.



## Cherry Trees

We offer for sale our usual supply  
of strictly first-class one year  
and two year

### Cherries

Can furnish some extra heavy trees for  
landscape work.



Send us a list of your wants.

**H. M. Simpson & Sons**  
Vincennes, Indiana

## CHAMPION Nurseries

- 1000 Pink Almonds 2 to 3 ft.
- 500 White Almonds 2 to 3 ft.
- 1000 Spirea Van Houttii 3 to 4 ft.
- 4000 " " " 3 to 3 1/2 ft.
- 5000 " " " 18 to 24 in.
- 900 Anthony Waterer 18 to 24 in.
- 4000 Barberry Thunbergi 18 to 24 in.
- 5000 California Privet 2 to 3 ft.
- 500 Hydrangea P. G. 3 to 4 ft.
- 2000 " " " 2 to 3 ft.
- 5000 " " " 18 to 24 in.
- Altheas, Wigelias, Catalpa Bungii, one and two year heads.

Best Lake Co. Stock

**H. J. Champion & Son**  
PERRY - - OHIO



# Bobbink & Atkins

Nurserymen and Florists

## RUTHERFORD, NEW JERSEY

Palms and General Decorative Plants, INSPECT  
Conifers, Shade and Ornamental Trees INVITED

ASK FOR WHOLESALE CATALOGUE

### A BOOK WORTH READING

One that is both educating and interesting  
**THE PRINCIPLES OF FLORICULTURE—**  
by Prof. E. A. White, of the N. Y. State Col-  
lege of Agriculture. Price \$1.75.

This book presents the principles governing  
successful growing of ornamental plants and  
contains numerous illustrations. It is a stan-  
dard work for practical men.

A Large Stock of

### Apple, Pear, Cherry and Peach Grape Vines, Blackberry and Raspberry Plants

And a general line of ORNAMENTAL TREES  
and SHRUBS. All stock clean and thrifty, the  
best that can be grown.

T. B. WEST, Perry, Ohio

### TREE and SHRUB SEEDS



From Russia, Siberia, Caucasus,  
Turkestan, etc., for sale at low prices.

FOREST SEED MERCHANTS SPECIALIST

St. Przedpelski & T. Antoniewicz

In K I E W Russia

INSTYTUTSKA STREET N 8

Established 1907

Price List Sent on Application

WANTED-American Tree Seeds offers will oblige

### We offer for Fall 1915

A complete line of High Grade Nursery Stock. 50,000  
Peach trees—leading varieties. Keiffer Pear— 500 bushels  
N. C. Peach Seed, crop 1914. Oriental Planes, Pin Oaks—  
Norway Maples 8-10 ft. extra fine, straight bodies, 3 year  
transplanted (Holland grown). Cannot be beat in this  
country.—Norway Spruce, Spirea Van Houttii (exception-  
ally nice) 25,000 Sugar Maples Seedlings (Small) for lin-  
ing out.

Send us your list for quotations.

**W. T. HOOD & CO.**

**OLD DOMINION NURSERIES**

RICHMOND

VIRGINIA

### EVERGREENS RHODODENDRONS KALMIAS

Stock in perfect condition.

W. B. Cole,

Painesville Ohio

### THE FLORISTS' EXCHANGE

EVERY SATURDAY

Advertising Space, \$1 Per Inch Subscription, \$1 Per Annum

Under this title we publish the most reliable, progressive  
and up-to-date trade paper in the country, with departments  
covering the Nursery, Florist, Seed Trade and Allied Indus-  
tries. With a paid up subscription and distribution list of  
9000 copies, nearly every copy of which is to men in business  
for themselves the worth of our columns will be readily ap-  
preciated. The editor of our Nursery Department is and has  
been for years, JOSEPH MEEHAN, of Philadelphia.

For sample copy, discounts, etc., address

The Florists Exchange, P. O. Box 1697, New York City.

### RICE BROTHERS COMPANY.

Geneva, - - - N. Y.

Before placing your order for Fall 1915 or Spring 1916,  
get our prices on:—

APPLE, PLUM,

PEAR STD. and DWARF,

PEACH, CHERRY,

QUINCE, APRICOT,

ROSES, SHRUBS,

ORNAMENTAL TREES, ETC.

Large assortment of above.

### Portland Wholesale Nursery Co.

Rooms 6 & 7 122½ Grand Ave. Portland, Oregon

WHOLESALE OF NURSERY STOCK AND  
NURSERY SUPPLIES

A very complete Line of Fruit and Ornamental Trees,  
Shrubs, Vines, &c.

#### Specialties

CLEAN COAST GROWN SEEDLINGS  
OREGON CHAMPION GOOSEBERRIES  
and PERFECTION CURRANTS

Write now.

#### TREES

Largest assortment in New Eng-  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

### The Bay State Nurseries

North Abington  
Mass.

#### SHRUBS

This New England soil and cli-  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous-  
ands, hardy Native and Hybrid Rho-  
dodendrons—transplanted and accli-  
mated. Send your lists, let us est.



# ORNAMENTAL STOCKS

**NURSERIES**  
**420 ACRES**

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes.  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
Write direct to us and  
ask for **WHOLESALE  
CATALOGUES**

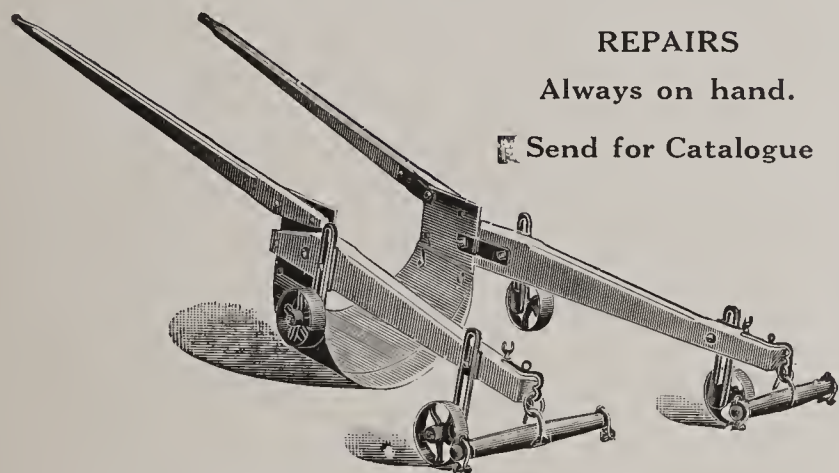
TRANSON BROS. & D. DAUVESSE'S NURSERIES,  
16 Route d'Olivet **BARBIER & CO., Successors**

Orleans, France

1857

1915

## BRAGG'S COMMON SENSE TREE DIGGER



REPAIRS

Always on hand.

Send for Catalogue

Digger gets All the Roots at the rate of Twenty  
to Forty Thousand trees per day, and  
only needs same power as plow.

**L. G. BRAGG & CO.**

Kalamazoo, Mich.

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

1/2-inch, 3/4-inch, 1-inch and wider, cut to any length  
from 8 inches to 72 inches, at lowest possible prices  
Have, sometimes, bargain lots of steel strapping, 1-  
inch to 1 1/2-inch wide, random lengths. : : :

WRITE US

COVERING YOUR WANTS IN STEEL BANDS

**American Steel Band Co.,**

888 Progress Street,

ALLEGHENY, PA.

QUALITY AND SERVICE

**FRUIT PLATES, BINDINGS,  
NEW DESCRIPTIVE CATALOGUES,  
READY MADE PLATE BOOKS,  
PRINTED FORMS.**

SEND FOR CATALOGUE

**ROCHESTER LITHOGRAPHING CO.**  
ROCHESTER, N.Y.

## THE CHASE LABELS

For Nurserymen and Florists are Excelled by None

Plain, Painted, Wired with Tinned or Copper Wire and

**PRINTED IN ANY MANNER** that may be called for

Prices as low as *First-Class Work and Unequalled Promptness in  
Delivery will justify.*

**THE BENJAMIN CHASE CO.**

P. O. Address, DERRY VILLAGE, N. H.

Western Union Telegraph, DERRY, N. H.





*Harrisons' Nurseries, as viewed from Union Depot, Berlin, Md.*

# EVERGREENS

Straight, symmetrical, well filled out specimen plants, the kind that Harrison grows, are the kind that will bring "repeat" orders to you.

Why not arrange to come to Berlin now, -see for yourself? While you are here, mark the plants that best suit your needs. We will reserve them for you and properly dig, pack and ship them at the time you desire. Our Koster's Blue, Colorado Blue and Norway Spruces and American and Oriental Arborvitae and Hemlock are especially fine.

Write us about anything, either ornamentals or fruits, that you don't see listed here. Perhaps we can furnish just the thing you need.

## Evergreens

### SPRUCE, COLORADO BLUE

200, 18 to 24 in.  
500, 2 to 3 ft.  
400, 3 to 4 ft.  
100, 4 to 5 ft.  
5, 7 to 8 ft.

### SPRUCE, KOSTER BLUE

500, 18 to 24 in.  
500, 2 to 3 ft.  
200, 3 to 4 ft.  
200, 4 to 5 ft.  
50, 5 to 6 ft.

### SPRUCE, NORWAY

2,000, 18 to 24 in.  
3,000, 2 to 3 ft.  
2,000, 3 to 4 ft.  
2,000, 4 to 5 ft.  
200, 5 to 6 ft.

### ARBORVITAE, AMERICAN

500, 18 to 24 in.  
10, 2 to 3 ft.  
100, 3 to 4 ft.  
200, 4 to 5 ft.  
150, 5 to 6 ft.  
30, 6 to 7 ft.  
10, 7 to 8 ft.

### ARBORVITAE, ORIENTAL

100, 3 to 4 ft.  
300, 4 to 5 ft.  
150, 5 to 6 ft.  
15, 6 to 7 ft.

### ARBORVITAE, PEABODY'S

GOLDEN  
200, 2 to 3 ft.  
100, 3 to 4 ft.

### CEDAR, INDIAN (Deodora)

10, 6 to 7 ft.  
25, 7 to 8 ft.  
50, 8 to 10 ft.  
25, 10 to 12 ft.  
10, 12 to 14 ft.

### CYPRESS, GLORY OF BOSKOOP

50, 5 to 6 ft.  
50, 6 to 7 ft.  
50, 7 to 8 ft.  
25, 8 to 10 ft.

### HEMLOCK, CANADIAN

500, 2 to 3 ft.  
500, 3 to 4 ft.  
400, 4 to 5 ft.  
50, 5 to 6 ft.

### PINE, AUSTRIAN

200, 2 to 3 ft.  
50, 3 to 4 ft.  
25, 4 to 5 ft.

### RETINOSPORA, GOLDEN PLUME

25, 2 to 3 ft.  
200, 3 to 4 ft.  
200, 4 to 5 ft.  
10, 5 to 6 ft.

### SPRUCE, WHITE

100, 2 to 3 ft.  
100, 3 to 4 ft.  
100, 4 to 5 ft.  
50, 5 to 6 ft.  
25, 6 to 7 ft.

### SPRUCE, DOUGLAS

25, 2 to 3 ft.  
25, 3 to 4 ft.  
30, 4 to 5 ft.  
25, 5 to 6 ft.  
25, 6 to 7 ft.  
10, 7 to 8 ft.

## Boxwood

### BOXWOOD, PYRAMIDAL

100, 8 in.  
600, 12 in.  
1,500, 18 in.  
800, 2 ft.

### BOXWOOD, GLOBULAR

200, 12 in.  
100, 18 in.

### BOXWOOD, DWARF

For window boxes and edging

800, 8 in.  
700, 12 in.

## Barberry Thunbergii

### BARBERRY, THUNBERGII

7,500, 12 to 18 in.  
10,000, 18 to 24 in.  
1,000, 2 to 3 ft.

## Peach

### PEACH—ONE-YEAR BUDDED

$\frac{5}{8}$  in., 9-16 in.,  $\frac{1}{2}$  in.,  $\frac{3}{8}$  in.,  
2 to 3 ft.  
124,000 Belle of Georgia  
2,000 Bilyeu Late October  
57,000 Carman  
2,500 Chair's Choice  
50,000 Champion  
10,000 Crawford Early  
7,000 Crawford Late  
2,500 Edgmont Beauty  
175,000 Elberta  
3,000 Engle's Mammoth  
4,700 Ford's Late White

2,700 Foster  
9,000 Fox Seedling  
6,000 Francis  
3,000 Geary Hold On  
13,000 Greensboro  
7,000 Hiley  
2,000 Kalamazoo  
2,000 Mamie Ross  
2,500 Matthews Beauty  
2,500 Mayflower  
1,500 McCollister  
4,000 Moore's Favorite  
9,000 Mountain Rose  
3,000 New Prolific  
2,500 Niagara  
4,000 Old Mixon Free  
56,000 Ray  
13,000 Salway  
4,800 Slappey  
9,000 Smock  
2,500 Stevens Rareripe  
9,000 Stump  
1,200 Waddell  
1,500 Walker's V. Free  
1,900 White Heath Cling  
2,500 Willett  
3,000 Wilkin's Cling  
6,000 Wonderful  
3,600 Yellow St. John

## Pears

### KIEFFER PEAR--TWO-YEAR BUDDED

1 in.,  $\frac{3}{4}$  in., 11-16 in.,  $\frac{5}{8}$  in.,  
 $\frac{1}{2}$  in.,  $\frac{3}{8}$  in.  
50,000  
10,000 One-year  
BARTLETT PEARS—ONE-YEAR BUDDED  
 $\frac{3}{4}$  in.,  $\frac{5}{8}$  in.,  $\frac{1}{2}$  in.,  $\frac{3}{8}$  in.  
10,000

# HARRISONS' NURSERIES, Berlin, Md.





# THE NATIONAL NURSERYMAN



OCTOBER 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of

*Peach, Gooseberries,  
Currants, Berberis,  
Spirea Van Houtte,  
Other Ornamental Shrubs,  
H. P. Roses, Etc.*

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

MONROE, MICH.

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—Over 100 Varieties.

CHERRY—Leading Sour Varieties.

BLACKBERRIES—Large stock root cutting plants.

GOOSEBERRIES, CURRANTS, RASPBERRIES,

ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

FRUIT TREE STOCKS and GRAFTS.

SEND LIST OF WANTS—

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

**“PLUM SPECIALISTS”**

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

## FALL BUSINESS: RE:

You want prompt Shipments.

You want to buy where you can get  
a complete line.

We can serve you right.

Let us have your want list.

**TOP NOTCH BERBERRY THUNBERGII**

The best ever. At Popular Prices.

Are you getting our Bulletins, quoting a  
long list of Stock?

**C. R. BURR & CO.,**  
MANCHESTER, CONN.



For Fall 1915  
and Spring 1916



300,000 APPLE, 2 & 3 year, splendid trees

75,000 CHERRY, 2 year, none better

200,000 CHERRY, 1 year, fine

40,000 PEAR, 1 & 2 year

40,000 PLUM, 1 & 2 year, fine

Also large stock of ELM, NORWAY, SUGAR, SOFT MAPLE, CATALPA BUNGII, and a general assortment of other ornamental trees, shrubs, hedge plants, perennials, small fruits, etc.

We can furnish ornamental trees in almost any size wanted.

A fine growing season, a fine lot of stock



**C. M. Hobbs & Sons**

Marion County, - - Bridgeport, Ind.

## Now is the time to order DIRECT IMPORTATIONS

From European Nursery Centers.

### FRENCH FRUIT STOCKS

Pear, Apple, Myrobolan, Mahaleb, Mazzard Manetti, Multiflora and Quince. Also a full line of Ornamentals for lining out. Best packing and grading. December and February shipments from Vincent Lebretons Nurseries, Angers, France.

### BOSKOOP, HOLLAND NURSERY STOCK

Boxwood (bushes, pyramids, standards, ball-shape, etc.) Roses, Tree Roses, Azaleas, Magnolias, Rhododendrons, Koster Blue Spruce, Evergreens, etc. Fall or Spring shipment from Schaum & Von Tol, Boskoop, Holland.

### DECIDUOUS TREES

Norway and Schwedler Maples, Tiliac, Oaks, Elms, Chestnuts, Planes, Thorns, etc. Straight stems, good roots, careful selection. Fall or Spring shipment from Union Nurseries, Oudembosch, Holland.

### HERBACEOUS PERENNIALS

Full list of varieties, also Aquatics, Rock Plants, etc.; low prices. Fall or Spring shipments from Royal Tottenham Nurseries, Dedemsvaart, Holland.

### ENGLISH STOCK

MANETTI, Gooseberries (Whinham Industry, Whitesmith, Keepsake, Crown Bob, etc.), 2 and 3 years. Fall or Spring shipment from John Palmer & Son, Annan, Scotland.

BAY TREES from Belgium. All sizes, hardy Lilies from Japan, all varieties.

RAFFIA, Red Star, XX Superior, Arrow and AA West Coast Brands. Bale lots or less.

Shipping. We have our own Custom House department, with shipping connections at all shipping ports. We attend to the procuring of permits and all formalities.

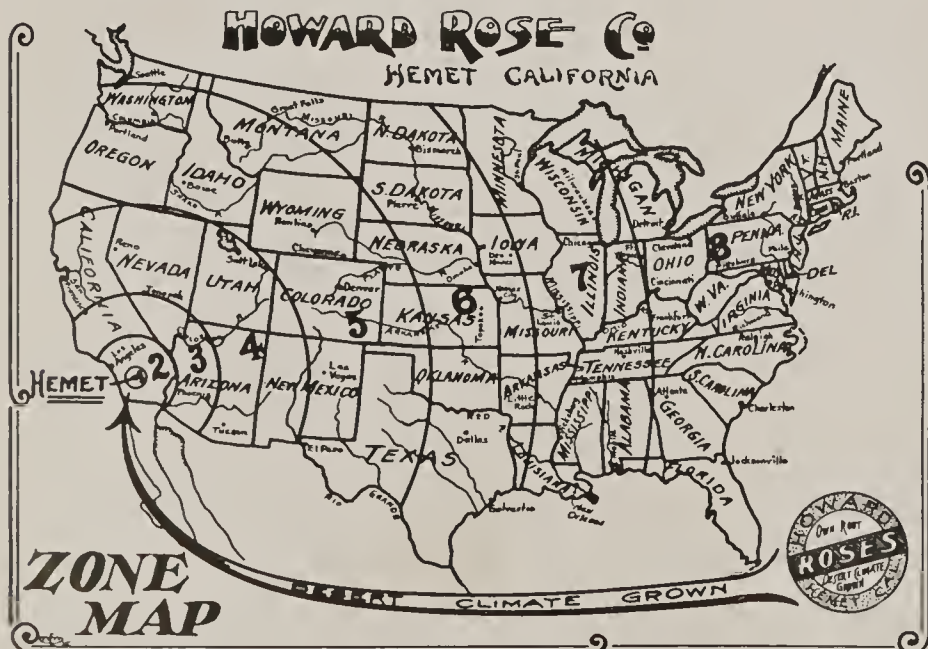
**McHutchison & Co.,** The Import House  
17 Murray St., New York

## OWN ROOT ROSES

For JAN.

FEB. and MARCH

By Express— Rate  $\frac{1}{4}$ c. per Zone number, Guaranteed not to exceed (i.e. - In 5th. Zone to our prices add  $1\frac{1}{4}$  cents) Send for our prices, on printed stationery, please. By Freight— Via. Cold Storage, Deliveries after Feb. 25, 1916, Only Hard Sorts.



When writing to Advertisers please mention The National Nurseryman.



# PAINESVILLE NURSERIES



*Part of an S. & H. Co. Peach Block for this Fall's Digging.*

**CONCERNING PEARS.** The various State Experiment Stations and horticultural writers generally, have lately been scaring the orchard men into cutting out their Pear trees, on account of "Twig blight."

Very many have dutifully obeyed the official advice, and it follows that there will be a dearth of this luscious fruit for several years. But many more long-sighted planters will get busy and plant **NEW** pear orchards, to be in on the ground floor while crop prices are high.

We have the trees; as fine a stand of as fine quality as ever grew in an American Nursery.

**ABOUT PEACHES.** If they dassent plant Pears, they will inevitably turn to Peaches; for your planter has just naturally GOT to plant something, and Peaches are at present the best bet.

Painesville Nursery Peach trees,—rooted in heavy clay, fanned by invigorating Lake Erie breezes, and fostered by the ideal Northern Ohio climate,—are too long and well known to need other advertisement than that they have made up unusually strong; are obtainable in large quantities and extensive variety, and are priced right.



*Beer's Smock Peach*



*Just a Sample of 2 Year Pears*

## ALSO APPLES AND OTHER FRUITS.

There are plenty of **APPLE TREES**, first quality and at an attractive price. **PLUMS, CHERRIES, QUINCE** — of splendid quality, although not in surplus. Our complement of **Small Fruits** was never better.

## ORNAMENTAL STOCK.

Although often exploited on these pages, we enjoy repeating the story of completeness, excellence and magnitude in our Ornamental Department.

**SHADE, LAWN ADORNMENT, GROUPINGS, ROSE GARDENS, HEDGES, BORDERS;** give us a chance to bid on your wants.

# THE STORRS & HARRISON CO.

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



# — W. B. COLE —

PAINESVILLE, - - - OHIO.

## SPECIAL ATTENTION

**APPLES**—Dwarf. Good Assortment.  
**PEARS**—Standard.  
**CURRENTS**—Large stock of Black Naples and Champion.  
**GRAPES**—Concord and Niagara.  
**RASPBERRIES**—Transplants and Tip plants.  
**BLACKBERRIES**—Root Cutting plants. Strong in Mersereau, Snyder and Ohmer.

### **Ornamental Trees.**

**CATALPA BUNGEI**—One, two and three year heads.  
**ELM**—American and Scotch, 1 to 3 inches caliper.  
**HORSE CHESTNUT**—All sizes.  
**MAPLE**—Sugar. Sizes from 1½ to 4 inches. Superior, straight, well furnished stock.  
**SYCAMORE**—European, 1 to 3 inches.

### **Ornamental Shrubs.**

**ALTHEAS**—Assorted, 3 to 4 feet.  
**BARBERRY**—Thunbergi. All sizes.  
**FORSYTHIA**—Suspensa.  
**PHILADELPHUS**—Assorted.  
**SNOWBERRY**—White and Red.  
**SPIRAEA**—Opulifolia Aurea and Van Houttei.  
**ROSES**—General Assortment.

### **Evergreens.**

**ARBOR VITAE**—American, 3 to 5 feet.  
**ARBOR VITAE**—Pyramidalis, 3 to 5 feet.  
**KALMIA LATIFOLIA**—18 to 24 inches.  
**RHODODENDRONS**—18 to 24 inches.

### **Hedge Plants.**

**PRIVET**—California, Iboia and Vulgaris, all sizes.  
**BARBERRY**—Thunbergi. All sizes.

### **Vines.**

**CELASTRUS SCANDENS**—Strong.  
**HONEYSUCKLE**—Hall's Japan.  
**IVY**—English, 3 to 4 feet canes.

### **Perennial Plants and Bulbs.**

# FOREST SEEDLINGS

## **Trees and Ornamental Shrubs**

A complete line of Altheas, Berberry, Calycanthus, Cornus stolonifera, Deutzias Forsythias, Privets, Laurus Benzoin, Spireas, Weigelias, Maples, Chestnuts, Red Buds, Hack Berry, Persimons, Elms, Poplars, American Beech, Japan Walnuts, Butternuts, Etc.

### **Trade List Now Ready**

Ask for same



## **Forest Nursery and Seed Company**

McMinnville, - - - Tenn.

# Cherry Trees

We offer for sale our usual supply  
of strictly first-class one year  
and two year

## *Cherries*

Can furnish some extra heavy trees for  
landscape work.



Send us a list of your wants.

## **H. M. Simpson & Sons**

Vincennes,

Indiana

# APPLE TREES

At

## ROCK BOTTOM

**F**ine Growth  
**F**ree From Disease  
**F**ull List of Varieties

Also our usual supply of

**CHERRY, PEACH, PLUM and  
PEAR TREES**

## **Apple Seedlings**

Ornamental Shrubs

Small Fruit Vines

Strawberries, Etc.



## **L. R. TAYLOR & SONS**

Topeka, - - - Kansas.



GET IT

*"Made in America":—*



Home grown, acclimated stock;—the kind you can DELIVER to your customers, COLLECT for, and expect it TO GROW.

Get those ROSES, TREE HYDRANGEAS, DUTCH PIPE, AMPELOPSIS, and CLEMATIS right here at home, without the worry and uncertainty of importing from Europe, to say nothing of the advanced freight and insurance rates, and the extra expense of importing under present war conditions. These are SPECIALTIES with us, and our ability to grow, and to sell, the things formerly imported almost altogether, has resulted in the

"J. & P. Preferred Stock"

 We sell to those in THE TRADE ONLY; we don't compete with our customers.

Send us your Want List; or, better, come and see our stock.



**Jackson & Perkins Company**

Newark,

-

New York

**Heikes—Huntsville—Trees**

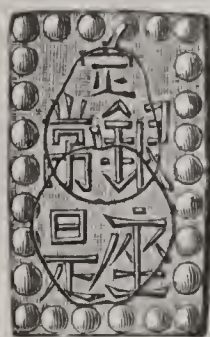
**Huntsville**

**Wholesale Nurseries**

**Huntsville, Ala.**

**MILTON MOSS, Prop.**

We offer for Autumn of 1915  
in large quantities as usual:



**SPECIALTIES**

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

# Hill's Evergreens

You can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens;

WE want to become better acquainted with you;

Let's get together.

**The D. HILL Nursery Co., Inc.**

**Evergreen Specialists**

**LARGEST GROWERS IN AMERICA.**

**Box 401**

-

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Baltimore Nurseries

**FRANKLIN DAVIS  
NURSERY CO.,**

**Baltimore, Md.**



We will have an extra fine lot of stock for Fall

APPLE 1 and 2 year.

PEACH

CALIFORNIA PRIVET

ASPARAGUS

ORIENTAL PLANES—All sizes—also a fine lot of  
Planes for transplanting.

AMERICAN ELMS

HORSE CHESTNUTS

A fine lot of IMPORTED BOX

We can make special prices on Privet and Peach in  
carload lots.

See us at the Convention.

We will need Cherry and Pear.



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We can also offer largely Dwarf, Climbing and Standard Roses. All the newest most popular varieties.

Common Beech and River's Purple grafted Beech to offer in very large quantity. Clean straight stuff and well rooted. Can quote on stock transplanted Spring 1914 or 1915.

Full particulars of the above and other stocks, nearly 300 acres in extent, contained in our wholesale catalogue free on application.

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### Headquarters for Small Fruit Plants



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Strawberries  
Raspberries  
Blackberries  
Dewberries

Currants  
Gooseberries  
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Privet

Rhubarb  
Asparagus  
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Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

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New Carlisle,

Ohio

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A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

*Published Weekly*

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The kind that  
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"Safety First"—Plant Peach Seed from Lindley and have no regrets

J. VanLINDLEY NURSERY Co.

Pomona, N. C.

### For FALL 1915 and SPRING 1916.

A choice lot of Apple, Plum, Cherry, Pear, Apricot, Peach, Currants, Roses, Barberry, Thum., Cal. Privet, Hydrangea P. G., Bud Sticks and Currant Cuttings in the leading varieties. Don't place your order without getting our prices.

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Grower and Exporter of Fruit-Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines, and Conifers for Nursery Planting.

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## Jackson & Perkins Co.

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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, 75 cents. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

Editors of the "H. A." LOWDHAM, NOTTS, ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

### The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.00 per year in advance

FOREIGN SUBSCRIPTIONS \$1.50 per year in advance

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### THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York

When writing to Advertisers please mention The National Nurseryman.





## P. D. Berry, Wholesale Nurseryman, is offering for Fall trade 1915.

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc.

Quotations furnished by letter.

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BY THE MILLIONS

Arbor Vitae	Jack Pine
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Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmanii Spruce	White Pine
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All sizes. Ask for prices.

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Ben Davis, Duchess, Florence, Gano, Hibernial, Iowa Beauty, N. W. Greening, Okabena, Patten's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Soulard, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

## SHERMAN NURSERY COMPANY

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## We Offer for Fall 1915 and Spring 1916

15,000 Oriental Planes from 1 1/4 to 3 inch caliper

A large stock of Sugar Maples, American Elms,

Carolina Poplars, Lombardy Poplars, Double

Flowering Japan Cherries, Weeping Japan

Cherries, Flowering Apples, Flowering Peaches

Norway Maples, 2 inch caliper and up.

Also a large and complete assortment of Ornamental Trees and Flowering Shrubs. Among our large stock of Fruit Trees we call especial attention to our surplus of:

10,000 Keiffer Pears, 2 and 3 years

20,000 Stayman's Winesap Apples, 11-16 in. and up

10,000 Downing Gooseberries, 2 years. No. 1

200,000 Apples, 2 year buds, fine

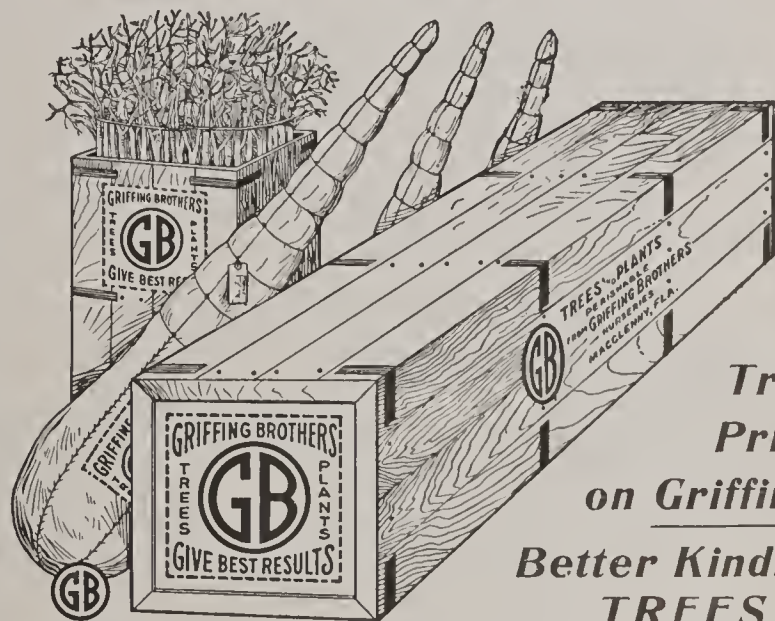
## Hoopes, Bro. & Thomas Company

Maple Avenue Nurseries

PHILADELPHIA OFFICE  
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21 So. Twelfth Street

West Chester, Pa.  
Established 1853

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TREES

The Quality of Stock, Neatness of Packages, Prompt, Careful Service will Please You.

PECANS, Budded or Grafted Trees.

PLUMS on plum roots.

PERSIMMONS, Japanese

FIGS, leading varieties.

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MULBERRIES, free from blight and nematode.

CAMPHOR TREES, small and specimens.

CONIFEROUS and BROAD LEAVED Evergreens.

AMOUR RIVER PRIVET and other hedge

PALMS and Tropical Plants both small and specimens

SATSUMA and other oranges and Citrus Trees.

### GRIFFING BROTHERS

MACCLENNY, FLORIDA PORT ARTHUR, TEXAS.  
JACKSONVILLE, FLORIDA. GRAND BAY, ALABAMA.



## Shrubs.

The growing season with us this year has been wonderful. Plenty of rain and heat, and this, with the necessary cultivation, has produced for us an exceptionally fine lot of shrubs. We offer in large quantities:—

Spiraea Anthony Waterer	Highbush Cranberry
Persian Lilac	Snowball, Common & Jap.
Spiraea Van Houttei	Mock Orange
Kerria, double	Bush Honeysuckle

Also many other trees and shrubs

## Japanese Maples.

We call special attention to our Japanese Maples. We have them in a fine assortment of varieties and sizes. Some extra fine, large specimens.

Send for our Wholesale Trade List

**Thomas Meehan & Sons,**  
Wholesale Nurserymen,  
**Dresher, Penna.**

## We Are Prepared To Supply The Trade.

ROSES, FIELD-GROWN. Own roots and budded.  
ABELIA GRANDIFLORA. Transplanted, field-grown.  
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ENGLISH LAUREL.  
MAGNOLIA GRANDIFLORA.  
MAGNOLIA FUSCATA.  
OLEA FRAGRANS.  
CAMPHOR. (Pot-grown).  
LIGUSTRUM JAPONICUM.  
LUCIDUM, NEPALENSE, and other good varieties, fine bushy plants.  
SATSUMA ORANGE. Field-grown, budded on Citrus Trifoliata.  
BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
BIOTA AUREA CONSPICUA.  
RETINOSPORA. In variety.  
JUNIPERUS. In variety.  
WISTARIAS. Grafted, best sorts.  
APPLES.  
JAPANESE PERSIMMONS.  
ENGLISH WALNUTS.  
MULBERRIES.  
SPIRAEA THUNBERGII. A beautiful lot of stocky plants.  
A fine stock of Hackberries, Koelreuteria, Tulip Poplar, Magnolia Purpurea, Texas Umbrella, Double-flowering Peaches, Sycamore and Elms.  
Send us a list of your wants and let us give you quotations.

**P. J. BERCKMANS CO., Incorporated**  
FRUITLAND NURSERIES AUGUSTA, GEORGIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES SHRUBS  
BERRIES CLEMATIS  
EVERGREENS PEONIES PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete lists and carload lots.

**W. & T. SMITH COMPANY**  
GENEVA, N. Y.

63 Years

700 Acres

## St. Regis Nursery

F. A. TOMKINSON, Prop.

Hammonton, N. J.

Both Phones.

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WELSH RASPBERRIES. SUPERB,  
STEVENS, GANDY AND DORIS  
STRAWBERRIES. WARD, MES-  
SAURAU, BLACK DIAMOND AND  
HIMALAYA BLACKBERRY. LU-  
CRETIA DEWBERRIES. HOUGHTON  
GOOSEBERRY.

Car lots a specialty.

Prices right.

Let me know your wants.



## The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

## FOR FALL 1915

Apple Trees, 2 years, Buds  
Apple Trees, 2 years, Grafts  
Cherry, Peach, Plum, Kieffer Pear,

**GOOSEBERRIES**  
**GRAPES, RHUBARB**

Flowering Shrubs. Shade Trees.

Apple and Pear Seedlings.

**Forest Tree Seedlings**

**J. H. Skinner & Co.**

TOPEKA, KANSAS

Have you seen and examined the quality and  
finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

**The Denney Tag Co.**

West Chester, Pennsylvania



## BUDS and BUDDING SUPPLIES

We Mailed our JUNE LIST of Buds, for Nurserymen's use the latter part of June. This list will show a complete line of Budder's Supplies—Raffia, Budding Knives, Tree Counters, &c.

If you did not receive it ask for copy.

**CHASE NURSERY CO.**

Chase, Alabama



# *Do You Know the Difference?*

A large grower of Apple Seedlings once said to us—"You tell the trade too much about Apple Seedlings, you will find it is harder to sell an educated customer than it is one who knows nothing about what makes a good seedling. All this talk about spraying—late digging, etc.—you had better not say too much, because there may come a year when you will want to dig early or do not want to spend the money on spraying—then you will be in the same boat with us."

We overheard a small grower of seedlings say "Yes, the leaves dropped off my stocks early—I could not afford to spray at the price I was offering them for—but I can exchange them for Peach trees."

This is often the case—where seedlings are not good enough to sell they can be worked off in an exchange deal.

We received a letter saying "We can buy No. 1 Apple Seedlings for 25c per M., less than you offer." Do you know what constitutes a No. 1 Straight root Apple Seedling, or are there several kinds of No. 1 Straight root Apple Seedlings?

Now honestly did you ever get No. 1 Apple Seedlings that were worth only one-half as much as those you received at other times?

A grower of Seedlings asked us seriously—"Does it pay to spray with Bordeaux?" and then he remarked "You cannot get any more for your seedlings than we do for ours and we never spray."

There is a difference, do you know it?

Our No. 1 Straight Apple Seedlings are stocks that have been sprayed with Bordeaux—they are straight collared, and run 3-16 and up at the collar, and also 3-16 and up seven inches below the collar (60 per cent. at least of the stocks run 1-4 inch at the collar).

If you want better seedlings try ours.

*F. W. Watson & Co.,*

*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., OCTOBER, 1915.

No. 10.

## A MODEL PUBLIC SQUARE

*By Raymond Pond*

*City Forester of Philadelphia.*

The public square or small park is a great boon to city dwellers. Without this relief among our thickly populated districts, the conditions among the people during the hot summer months would be distressing.

To the working man and woman who lives in town the year round the square or community park fills the place of a country home. It is the one place, but for the occasional visit to our larger, outlying parks, where they have opportunity to observe and enjoy the trees, shrubs and grass. A wearying day in the mill, among bustling streets and office buildings can be wonderfully relieved by a short rest among natural surroundings. The freedom displayed in the growth of the trees, the grace and variety of form of the shrubs, and the cool green of the grass all serve to refresh the tired, confused mind. As far as possible, therefore, the keynote of the style of treatment of a public square or community park should be naturalness.

There are many things to consider in the design. Convenience, perhaps, should occur first, since the square or park covers considerable area and divides one built-up section from another. The walks should provide convenient access, connecting these sections. After determining the lines convenient for travel, the design should be developed with as many curved lines as may be employed in order to secure as far as possible the desirable effect of naturalness.

Experience shows that the public square finds many uses above that of a resting place for the adult. Mothers bring their children for fresh air to the public square. The older children sometimes forsake the playground for the shade of the park trees, and their restless feet are not content on walks. The Evangelist looks for his congregation in a city square or park. The Municipal band draws throngs to its concerts in these places. Such gatherings may hardly be expected to keep to the walks. These considerations should effect materially the

design of new public squares or small parks. A reasonable way to provide for such service will be by providing an area within the square which will not suffer by the uses described, while the square as a whole (and particularly from without) shall present the park views with well kept lawns, shrubs and flowers. Naturally such an area will be placed at the centre, leaving the borders for park treatment, affording thereby a satisfactory design.

The accompanying sketch shows an arrangement such as is described, the area inside of the larger circle to be surfaced with gravel except for the walks which cross it. This affords a shaded playground for the small children and a place for any purpose desired.

Trees only are indicated in the sketch, but a complete planting plan will provide shrub groups bordering the central area to break the extent of view of gravel and as well at entrances, intersections of walks, or wherever necessary to make the walks interesting and beautiful.

The straight diagonal walks are necessary for convenience. All other walks may be curved. The gravel area in the centre affords convenience to any direction that is desired to be taken.

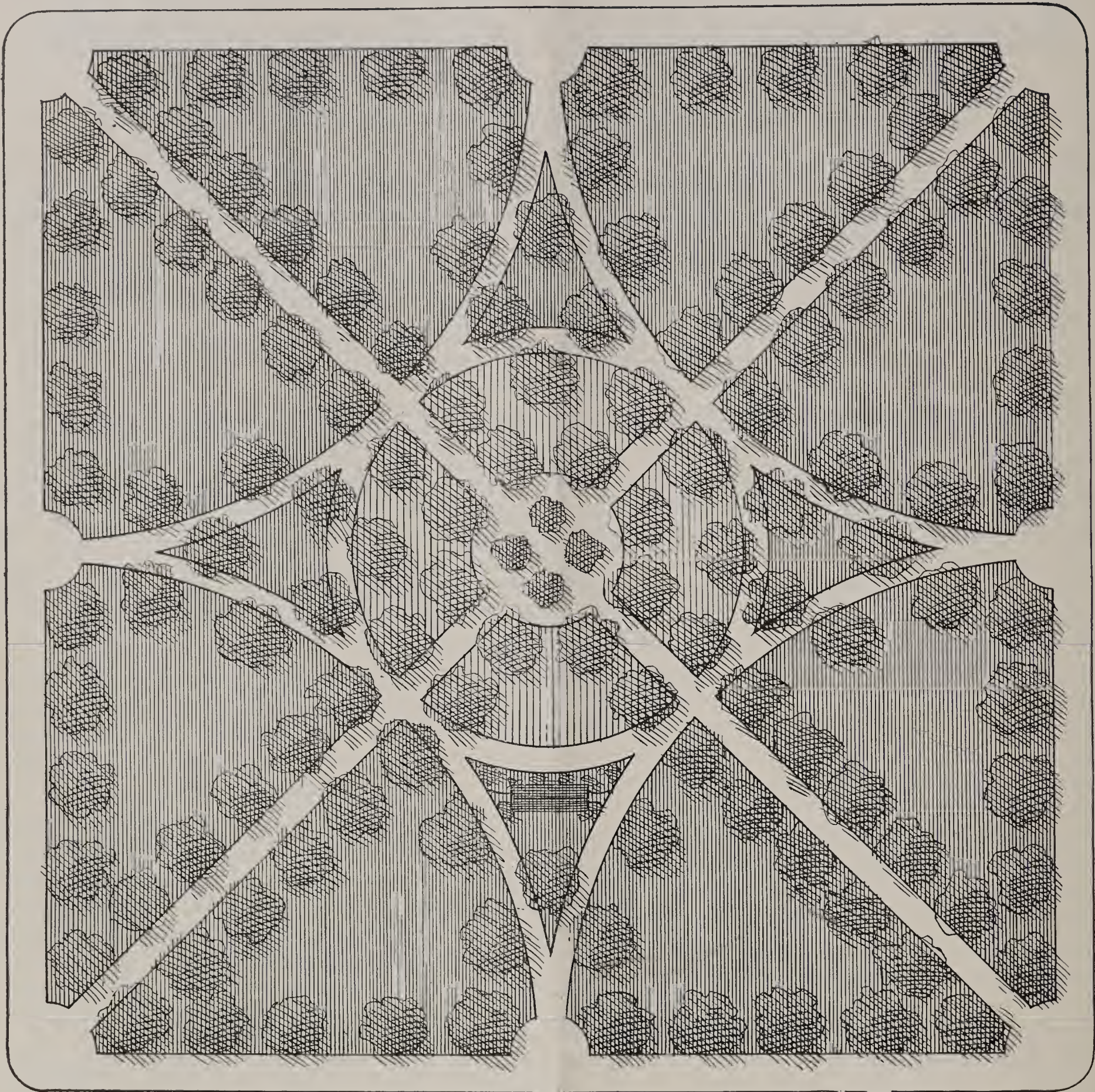
A small pool, although not indicated, may be located at the centre to intercept and add interest to the view diagonally through the square.

The guard house, overlooking the play area, with the comfort station on either side, is conveniently located with access from three directions on the walks and over the central space.

A plan such as this, while representing less expenditure than a more elaborate and pretentious one, would serve the people to far better advantage.

John Watson has resigned his position as director and secretary of the Jackson and Perkins Co., Newark, N. Y.





DESIGN FOR  
A MODEL PUBLIC SQUARE

SHOWING WALKS - TREES - LAWNS - COMFORT STATION &  
GRAVEL AREA IN MIDDLE FOR SMALL CHILDREN'S PLAY

*R. P. Pond*  
CITY FORESTER AND  
LANDSCAPE GARDENER

TREE LIST	
125 QUERCUS RUBRA	RED OAK
4 SALISBURIA ADIANTIFOLIA	MAIDENHAIR TREE

SCALE - 1" = 30'

See Article "A Model Public Square" on previous page.



## SOUTHERN NURSERYMEN'S ASSOCIATION.

*Held at Hendersonville, N. C.*

## PRESIDENT'S ADDRESS

*Milton Moss, Huntsville, Ala.*

IT is a matter for congratulation that the place of meeting has been so wisely chosen; the beauty of its surroundings and its invigorating atmosphere will stimulate to renewed activity in the work to be done which, without doubt, will result in much good accomplished during the sessions.

It is needless to say that our meetings are of great value, giving, as they do, opportunity for closer acquaintance, an easier exchange of ideas, for promoting good fellowship and consequent stronger loyalty to the interests of the association. I assume that we meet for mutual help and co-operation and that we aim to so shape our policies that the interests of all are advanced alike. The meetings do good also because they enlarge our views, give encouragement and increase the desire within us to do better work and help each other. Then, too, they always offer much of an enjoyable nature that tones up for further endeavor.

Every nurseryman should read the excellent presidential address delivered by Mr. Henry B. Chase at the Convention of the American Association, recently held in Detroit, for, I believe, it would inspire far greater confidence in business and help materially to raise prices of nursery stock. Incidentally, I quote a few lines as some of the questions they embody may call forth profitable discussion: "With last season's troubles behind us let us now cheerfully and buoyantly face the problems of the coming season and of the coming years. What are they? There is just one problem that I shall dwell on—only one—and that is this—*can this Association* by any change in its methods or organization make of itself a more efficient organization? An organization that will really help to control production, and to eliminate price cutting? An organization that can keep closer watch on Legislative and Transportation matters than is possible under our present system of working through committees? Can it be done? How shall we go about it?" As the author of the foregoing is to tell you, "What they did at the Detroit Convention," I shall not further poach upon his preserves.

The past year has been one of most unsettled conditions, commercially, economically and financially, as you well know, and it is hardly necessary to enumerate the many features that have entered to make it a year of uncertainty and apprehension, especially for those dealing in perishable commodities for which there is an extremely variable demand. The European war has had a very depressing effect on demand and prices and has caused doubt as to how the present and future conditions are going to affect trade. We should, however, be cheered by the late reports of bumper crops, as upon the prosperity of the farmer depends largely our own prosperity.

Perhaps a few words with reference to prices may not be amiss here. As you are aware, many futile attempts have been made in the past by nurserymen to establish

more uniform prices, prices that would be fair to all parties concerned. In the making of prices so many diverse elements, having a direct bearing on the problem, need to be considered that I am gratified we are to have a paper on the subject by one well qualified by experience and intelligent grasp to ably handle the question, which I trust will be freely and broadly discussed.

While attending the last meeting of the American Association of Nurserymen I was more convinced than ever of the importance of closer affiliation between that organization and state and sectional societies. It may be that some of the members belonging to a State or sectional society can ill afford the time and expense required to also attend the meetings of the American Association. But every nurseryman who can do so should attend and give it all the active support possible for the common good. The re-organized American Association is to work along the broadest and most comprehensive lines, as partly outlined in Mr. Mayhew's paper, read at the Detroit meeting. The greatest benefits to the nursery industry of this country should come through this re-organized Association. Would it not be wise—a step in the right direction, for the Southern Association, the Western Association and all State Associations to throw their entire strength and support to the American Association? This is something for us all to think about. It requires all the united strength and ability that the nurserymen of the United States can contribute to help shape and carry through the policies that are desirable for the speedy promotion of our mutual interests, and we should necessarily be willing to sacrifice something to that end. Moral obligation and unselfishness are a requisite in serving each other and wherever these obtain in largest degree, there the best results are to be found. We must live for the other fellow and the more we do it, the more we get in return.

You will recall that an active campaign to swell our membership list was begun at the Chattanooga meeting, last year, the result of which effort will be given in the Secretary's report. A considerable increase in the number of members is so necessary that I feel constrained to dwell upon it and to urge that you persistently endeavor to add to the list.

We cannot lay too much stress on the need of co-operation. In our present complex civilization it is more necessary than ever before. Things move along smoothly when harmony prevails and the very opposite where discordant elements exist.

We should be reasonably optimistic at all times. It puts us in tune for greater achievement. Why should we look ahead with doubt and fear when we have such a master pilot, a wise, just and humane man at the helm of the ship of State? Everything works according to the eternal law of an all-wise Intelligence and we should have faith in the ultimate outcome.

In closing I wish to say that I feel deeply grateful to the members who have so efficiently co-operated and assisted in trying to make the meeting successful. It



would be very remiss were I not to emphasize my appreciation of the able and generous services of our devoted Secretary, more especially as his services have been gratuitous and he could ill afford to give the time. In this connection I would suggest that in future a salary be allowed for this most important office of the Association.

I hope every member in attendance will feel well repaid for his journey to Hendersonville, that he will gather much of value and carry away the most pleasant memories.

The Association will certainly prosper and bear good fruit.

### SHOULD WE DISPOSE OF OUR SURPLUS STOCK TO DEPARTMENT STORES, AND OTHERS, AT OR BELOW COST OF PRODUCTION?

*Read at the Southern Nurserymen's Convention  
By J. F. Donaldson, Sparta, Kentucky.*

I have been requested to prepare a paper, to be read at the annual meeting of the Southern Nurserymen's Association. After giving this much thought, I decided upon the aforesaid topic, as the discussion of this question at this time, more than ever before presents to each and every nurseryman a vital proposition, for at the present time, the grower of good goods is more firmly assailed by the "cut throat grower," and his assaults are becoming harder to bear with the advent of each succeeding season. This necessarily follows, as the cost of labor and all other costs entering into the production of nursery stock, advances with each year.

I recall last spring a very prominent department store in one of Ohio's principal cities gave away an immense quantity of peach trees, and I have heard upon good authority, that these trees were sold at least, for one and one-half to two cents each, below the cost of production. Who profited by this transaction? Surely not the grower; possibly the department store in question, considered it an excellent advertisement. The consumer could be the only one in question to derive any profit, from any such philanthropic methods.

The same methods are being practiced by some seed stores, and others, who derive no actual profit by such transactions, and the growers are suffering. For instance, we sold an order last spring to a retail customer in this same city of, thirty-six trees, consisting of as follows:—

- 12 Apple trees, first-class, at 25 cents each,
- 12 Peach trees, first-class, at 25 cents each,
- 6 Pear trees, first-class, at 50 cents each,
- 6 Cherry trees, first-class, at 50 cents each.

Just before the time to ship this order arrived, the party wrote us to cancel the order, saying, that he could purchase the same goods, at less than half the price, we were to charge him, from a well known seed store in his city. He afterwards showed me the trees that he purchased, at the following prices, Viz.

- 12 Apple trees, first-class, at 8 cents each,
- 12 Peach trees, first-class, at 6 cents each,
- 6 Pear trees, first-class, at 15 cents each,
- 6 Cherry trees, first-class, at 20 cents each.

All of these trees were  $\frac{3}{4}$  inches and up, and seem-

ingly nice, healthy, clean stock. The seedsman who sold the trees, must have made a small profit on the transaction, freight and packing charges cost something, so what did the grower get, for growing the trees two to three years? The same methods are being practiced on the other side of the world, growers claiming, the present war in Europe has caused a trade depression, and are consigning stock to the auction houses, department stores, ten cent stores, seedsmen and other dealers, to be sold at prices, that often will not pay packing, freight and duty charges.

The public or consumer secures his wants, the nurseryman or dealer loses the opportunity of supplying same later at a profit, with the result that our business is demoralized, and if some means or methods are not adopted, for the suppression of the "cut throat," the nursery business I think, will surely be very seriously effected. Is there any other line of business in the country, in disposing of its manufactured goods, that would not count the cost of production, plus a fair profit before making a sale?

I am opposed to any "Bargain Day Sales." I believe in growing first-class stock, and demanding a fair profit for same. When I have to dispose of any stock otherwise, I will do so, by burning on the brush pile.

Low prices do not make more sales in our business, but have a tendency to drive away trade, as the average planter, usually thinks very low priced trees and plants are inferior in quality, and if you sell low, the quality will also be reduced.

I hope Gentlemen, you will discuss this feature of our business and try and devise some means to remedy this evil. We are solely responsible for the conditions existing to-day.

The most important thing done by the Southern Association in its meeting this year, was the forming of a committee to promote and advertise the fruit interests in the South, by collecting and putting together in tangible form definite information relative to orchard planting in the Southern States. This information is to cover every kind of fruit raised by southern nurserymen and fruit growers, and is to be used primarily by the southern nurserymen, both wholesale and retail, in advancing their sales.

The committee to do this very important work is composed of Henry B. Chase, Chase, Ala.; O. W. Fraser, Huntsville, Ala.; R. C. Berckmans, Augusta, Ga.; O. Joe Howard, Pomona, N. C.; and R. C. Simpson, Monticello, Fla.

We note with interest that Conard and Jones Company, West Grove, Penna., who make a specialty of roses, are strongly urging the retail trade to plant roses in the fall and are offering pot-grown stock for this purpose. It is a wise move as the season is very short in the spring when roses can be moved successfully and if stock can be supplied to the retail trade in better shape there is no reason why the planting season could not be much extended and an increased business in roses would result.



## DESCRIPTION OF THE NEW OFFICES OF THE GREENING NURSERY CO.

*Situated at the Corner of 2nd and Monroe, Monroe, Mich.*

The new office building of the Greening Nursery Company is the most handsome structure of its kind in the city of Monroe.

Approaching the office building from the front, the visitor cannot help but be impressed by the dignity of its architectural lines.

The series of wide stone steps lead up to the main entrance and the beautiful French glass doors at the top

position just inside this gateway for the purpose of answering inquiries, giving directions to those who wish to interview any of the department heads, etc. The young lady who occupies this position also manipulates the telephone switchboard connecting the office telephones, fourteen in number, to the three trunk lines connected with the outside.

The woodwork is solid birch and mahogany throughout, beautifully finished and sustaining a polish of great richness. Each office is equipped with mahogany furnishings; desks, chairs, costumers, filing cabinets, etc. The very best was found necessary to be had to correspond with the



*New Offices of the Greening Nursery Co., Monroe, Mich.*

combine with the other features to enhance the beauty of the broad front.

The building is of solid brick trimmed with terra cotta, a most beautiful combination. A large expanse of lawn surrounds the building on all sides, and shrubs and roses and evergreens have been skillfully arranged about the building. The whole is surrounded by an Amoor River Privet hedge.

The offices of Mr. Chas. E. Greening, President of the company, and Benj. J. Greening, Vice President and General Manager open out of the vestibule. The main offices are divided from the vestibule by a neat mahogany railing and gateway. An information clerk occupies a

beautiful finish of the offices in general.

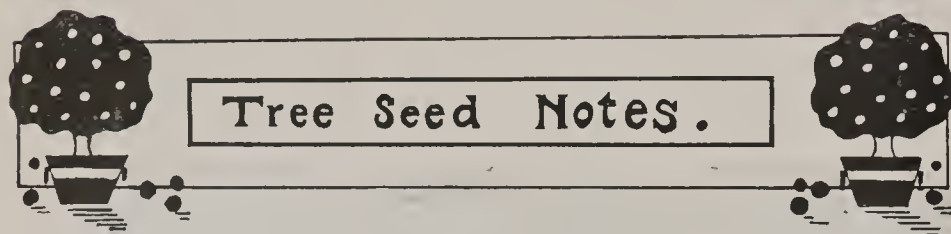
Two large fire proof vaults are supplied, one on the main floor, the other on the basement floor. These vaults have been constructed so as to be roomy and convenient, and large enough to accommodate all office records and valuable supplies. The office section is fully equipped with adding machine, addressograph, multigraph, and several special devices required for shipping activities.

A complete basement has been provided in which the immense stock of printed matter is stored, and in which adequate room is had for special work connected with the busy seasons of the year. Correspondence, trans-



fer files occupy an important place on this basement floor. Desks, tables, a complete equipment.

Throughout the entire office there is an atmosphere of efficiency and convenience as well as beauty and attractiveness. There is no lack of space for the carrying on of the varied activities of the business, and everything has been arranged with a view to transacting all business as easily and as accurately and as rapidly as possible.



By Arthur R. Powell.

The past summer has been exceptional on account of the excessive rains all over the country, which has had its effect on the tree and shrub seed crops.

Mazzard cherry seed has already been harvested and, while not as large as usual, still there was sufficient to supply the demand. The seed is of good quality and there should be a good stock of these seedlings next fall.

The crop of Mahaleb cherry has also been collected and importations are now being received. On account of shortage of labor in France the supply is not very heavy and late comers will likely be disappointed.

Myroblan plum seed is being collected in France. Reports are fairly good and it is hoped there will be sufficient labor to collect a full supply. Importations of this variety usually arrive about the middle of this month.

Regarding the two seeds most in demand from France, French pear and French crab, it is yet early to report. While information at hand advises that the crop is fairly good, still it is impossible to determine if labor will be obtainable to harvest the seed. It is hoped that a limited supply will be obtainable. I would advise all growers to arrange early with their dealers for their supply of these varieties.

Japanese collectors report a good crop of most all varieties. Japan pear seed will no doubt be in great demand, especially if French seed is scarce. It is a good strong grower and the seedling specialists are planting more of it each season.

Kieffer pear, the only variety harvested in the United States will be about fair. The crop of fruit is about the average and there will be sufficient seed to fill the demand. This is also a good variety to plant, as it makes exceptionally good stocks for a certain few varieties of pears.

Reports coming in from different parts of the country in most cases are favorable. In New England and southern Canada the collectors advise a fair crop of White Pine seed. This will be in great demand this year, especially if it is possible to export it to Europe.

Information received from the great Northwest also encourages us. The crop of *Pseudotsuga Douglassi*, *Picea Sitchensis*, *Pinus ponderosa*, and *Abies concolor* are all reported good. The northern central districts report an extra fine crop of Jack Pine. Collectors, however, are going slow on the collecting of seeds this sea-

son, as there is not likely to be a heavy demand for them in Europe, and so on this account the supply is likely to be limited.

## RAILROAD CLASSIFICATION OF NURSERY STOCK

Mr. F. W. Kelsey writes urging continued interest and action by the nurserymen in regard to the reclassification of the Freight Resolution, which was as follows:

**WHEREAS:** The comparatively small value and in proportion to the bulk and weight—and in many instances the nominal weight—of nursery stock shipments make even the lowest commodity classification of freight rates a heavy burden to the nursery business, and

**WHEREAS:** The recent action of the Trunk Line Association's Official Classification Committee in arbitrarily changing the classification on carload shipments of all nursery material from fifth class to fourth class, thus entailing an additional burden of 20 or 25 per cent. over the high rates prevailing to June 1st:

**RESOLVED:** That the Nurserymen of the United States represented and here assembled in this Association earnestly protest against this or any other increase in transportation charges on Nursery stock, either by changed classification or otherwise, and the Transportation Committee is hereby authorized and requested to promptly take up this subject with the proper officials toward securing the early rescinding of this recent action in making the changed classification noted, and in other ways farthing the objects of this Association.

Mr. Kelsey calls attention to the fact that the present classification now in force is a great load of added expense to nearly every shipper of nursery stock in carload lots and all will feel the increased burden, unless the action of the Trunk Line Association Committee is in some way modified by their own action, or by the Inter-State Commerce Commission.

It is the volume of business which establishes the fairness of transportation charges in any given territory, rather than the car rate per mile.

Also to the fact that the Railroad under the present conditions of authority in management concentrate a powerful and well organized system and to counteract this condition calls for the active interest and co-operation of everyone handling nursery products and that all should do their share towards strengthening the position of the President and Transportation Committee for accomplishing the desired results.

## BUDDLEIA

A shrub flowering in the fall is sure to attract more attention than one that flowers in the spring months, when the great majority are in bloom. For this reason, even if they did not have individual merit, the Buddleias are worth while.

*Buddleia variabilis* or *B. Davidi* has been known to nurserymen for a long time, but only recently has it been exploited to bring it before the public. The popular name Butterfly plant is perhaps a bit misleading as one



naturally expects the flower to resemble the butterfly, whereas it was evidently applied to it because the plant when in flower attracts them, but this is common to quite a number of plants that bloom through the fall months.

One of the main reasons the *Buddleia* has not been grown more by nurserymen is its lack of hardiness. In the latitude of Philadelphia it barely comes through the winter, unless located in a sunny position where the soil is light and well drained. Heavy wet soil is fatal to it in the winter.

It is a plant that should really be classed with the herbaceous perennials in the north, as the tops invariably

winter kill, but this is not a detriment because a very small cutting will make a bush four to five feet or more in one summer and give a good supply of bloom.

There is little doubt but that plants set out in spring, grown all summer and kept in sand in the storage cellar over winter would come out in good shape in spring and the tops would be available for a new stock as it roots readily from hard wood cuttings.

*B. Veitchiana*, *B. magnifica*, *B. superba* and *B. Wilsoni* are all good and come to their best at different seasons, extending the period of bloom.

Beautiful racemes of mauve, lilac-purple and rose-lilae flowers that last well, when cut, are worth while.



*Connecticut Nurserymen on the baseball field on the occasion of their outing to Lake Compounce*

### THE NATIONAL NUT GROWERS CONVENTION

The 1915 convention of the National Nut Growers Association will be held at Albany, Georgia, Wednesday, Thursday and Friday, October 27, 28 and 29. It was in Albany fourteen years ago that the initial move was made which culminated in the formation of this national body.

Six years ago, in 1909, after annual and remarkably successful conventions had been held in seven different states, a wonderful gathering was held in Albany and a special train used in carrying the visitors who came from fifteen different states, from orchard to orchard and which proved to be one of the greatest demonstrations of horticultural science ever attempted in this country.

That convention and the tour through thousands of acres of pecan orchards which had magically sprung into existence since that initial Albany meeting only eight years before, may well be regarded as a propitious seed time, while the coming convention may fittingly be anticipated as the harvest. Again a tour will be made through the now bearing orchards, at a time when the golden harvest of brown beauties is in active operation, when the various processes of gathering, drying, grading and loading the rich product in solid car loads can be wit-

nessed. This year, however, a hundred or more automobiles will take the place of the railroad train and the vehicles of every description used in 1909. An entire day will be given to the excursion over a sixty mile course, with frequent stops for refreshments and inspection. The greater part of this tour will be along the driveways of thousands of acres of solid pecan orchards and through scenes of surpassing beauty which at present have no counterpart in the world.

### THE INTRUDERS

Six magnificent elm trees on the Eastern Parkway have been cut down to make room for the operation of steam shovels in constructing the new subway.

—*New York World*.

Why should there be any room for magnificent trees in a large city? The business of the city is to throttle Nature. Natural impulses have a hard time in getting along with it. They are more or less *de trop*. An elm tree is one of the most naturally beautiful objects in the world. It is out of place among riveted steel structures, cast-iron statues, painted women, poverty-stricken hordes, elating railways and red head-lines.—*Life*.



# The National Nurseryman

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Editor .....ERNEST HEMMING, Flourtown, Pa.

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AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Rochester, N. Y.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

Entered in the Post Office at Rochester, N. Y., as second-class matter.

Rochester, N. Y., October, 1915.

**PSYCHOLOGICAL VALUE** Why do not trees, plants and flowers have the same value in the minds of many people as do other kinds of merchandise? People who would not think of asking a contribution of hardware, dry goods or groceries, think nothing of approaching the nurseryman or florist, yet their merchandise costs hard cash to buy, or labor paid for in cash to produce.

Nor is there quite so much hesitation in appropriating it when opportunity occurs, if we may use such a mild term.

Perhaps it is because it grows, and the attitude toward such things has been handed down from the dim and distant past, when the wild man appropriated anything that grew.

At one time it was a common practice, and is yet with some nurseries, to put in extra plants gratis with every order and customers got to rather expect it.

A circular letter recently came to my notice where a nursery was offering gold clocks and silver spoons as a premium on the purchase of nursery stock. The reader of the circular could not help but feel convinced that he was accepting a present to take the stock and conferring a favor on the nurseryman at the same time. Perhaps he was.

Then we have the governmental free distribution. All these things have a tendency to cheapen our products. It would not be a bad idea to emulate the practice of an eminent nurseryman who always gave cash when asked for a contribution in preference to stock, claiming, not without reason, that it made the recipient realize its value, and also have a little more spirit of the old florist who would not sell his choicest plants unless he knew they were going to be looked after.

If we want others to think more of our products we must put a higher value on them ourselves. There is a

psychological effect on others in the way we think about and handle our own goods that is well worth consideration.

## WHAT'S THE USE?

There was a time when nursery stock was not graded. As long as a tree or plant had roots and would grow that was all that was asked or expected. As the business developed and the customer got more discriminating, nurserymen began to indicate in their catalogues and price lists the age and size of their goods until the present system of grading was evolved. We have hardly yet reached a standard that is sufficiently uniform but no doubt that will come in time and every little improvement toward that end should be promptly adopted.

The present method of indicating grades is cumbersome and costly. It is a small matter to write *Spiraea Van Houttei* 2 to 3 feet but if this is multiplied by the hundred and thousand in writing and printing it means a great deal in time, nervous energy, printers' ink and space.

Stop and think for a moment what a relief it would be during the busy season to write 2¼ in. cal. instead of 2¼ to 2½ in. cal. and why should not one set of figures indicate the grade?

In shrubs all that is really necessary is the minimum. Instead of 2 to 2½ feet, write 2 feet. Instead of 1¾ to 2 in. cal. write 1¾ in. cal.

It is simpler, more understandable to the layman, and would be an immense saving in catalogue making and office work.

It is the small things that count and when a saving can be made without sacrificing thoroughness it should appeal to the business sense of everyone.

## THE GYPSY MOTH

We are glad to hear the investigations carried on by the United States Department of Agriculture have resulted in the conclusion that the wind is chiefly responsible for the spread of the Gypsy Moth. It removes some of the stigma from "Nursery stock," but the quarantine is not lifted. It is kept there as an extra precaution.

It is curious the Gypsy Moth has not become established in other parts of the states as there was much nursery stock shipped from infested districts before the quarantine went into effect. Either the nursery stock was clean or the Gypsy Moth will not thrive far from its present quarters.

Plants have the same characteristics, in some places they will barely exist, while in others they are pests.

Parsons, Kansas, August 7th, 1915.

Weather conditions in Kansas are improving and stock of all kinds is making a much better growth than it did earlier in the season when we had too much rain.

Outlook for the distribution of nursery stock in this southwestern country is also improving and better sales are being made at this time than was expected earlier in the season.

Yours truly,

E. P. BERNARDIN.



## AN ORIGINAL SUGGESTION

September 14th, 1915.

Editor "National Nurseryman"—

I notice in the "New York Globe" of September 10th, the following article by Dr. Frank Crane, which, it seems to me, is of considerable interest, in its relation to the destruction of insect pests, and might with propriety be brought to the attention of the Entomologists of our Agricultural Department, particularly in its reference to tree lice, gipsy moth and bed bugs, although the latter, being a matter of more personal concern, might not interest the general public so much.

## CATS, BIRDS AND INSECTS

*By Dr. Frank Crane*

I have already written of the birds, of our duty to protect them, and of the immense value they are to us in destroying insect pests.

At the risk of hurting the feelings of many people, it is necessary to emphasize the corollary of this truth; to-wit, that the greatest enemy to bird life is the cat.

Cats appeal to us by their hominess, their affection for us; they are favorite household pests. But they are of the cat family just the same; blood will tell, and that family are natural born murderers.

They are the thugs and gunmen of the animal world. And the chosen victim of the cat is the bird.

Birds are absolutely necessary to protect us from being overrun with insects.

Recent advance in scientific sanitation shows that many diseases, heretofore ascribed to other causes, are due to insect infection. Malaria, once thought to be caused by vapors from marshes, is now known to be communicated to us by the bite of a certain mosquito. Yellow fever and dengue fever are the result of insect activity. The sleeping sickness in Africa is due to the tsetse fly. The tick fever is conveyed by ticks, and another form of fever by sand flies. The plague, the scourge of mankind for centuries, is caused by the rat flea. Leprosy has been attributed to bed bugs, and it is now supposed that the disease of measles is caused by fleas.

If to this danger to human life we add the enormous damage to fruit, corn, wheat and shade trees, the case seems pretty well established that insects are the arch enemies of men.

Against these foes the birds are our best defensive army. "A yellow throated warbler will consume 10,000 tree lice in one day; a scarlet tanager has been watched closely and seen to devour gypsy moths at the rate of thirty-five a minute for eighteen minutes at a time," says Mr. Dobson of the Illinois Audubon Society. "By sparing the cat," he continues, "we are murdering millions of birds every year and giving life to hordes of insects."

Those who own and love cats will find it difficult to believe this. But the facts as to bird destruction by cats is too well established to admit of denial.

It's all a question of which you prefer. Will you foster the cat for its purring ways? Count the cost! The average number of birds slain by one cat is conservatively given as fifty a year.

You may never have seen your cat kill a song bird; but the feline is very sly and knows how to carry on his assassinations when your eye is not on him.

Says T. Gilbert Pearson, secretary of the National Association of Audubon Societies:

"There is no wild bird or animal in the United States whose destructive inroads on our bird population is in any sense comparable to the widespread devastation created by the domestic cat.

"This creature captures wild birds at all seasons of the year, but it is particularly active in catching young birds immediately after they have left the nest and before they have yet gained sufficient strength of wing to escape. It is idle for lovers of cats to contend that it is only the half wild and unfed animals which indulge in bird killing. It is as natural for a cat to want to kill a bird as it is for a child to want candy."

The department, as we all know, is admirably equipped with a large force of inspectors through the whole country, each of whom goes over his territory periodically, making inspections. I would suggest that to the duties of each of these be added that of "Cat Catcher," and thus

catch the cats which catch the birds which catch the insect pests. This employment would be right in line with their present duties. It would be no radical innovation. We already have, in some sections, "Dog Catchers" (no reference to the "yellow dogs.") and why not "Cat Catchers?" The benefits resulting from this scheme, if thoroughly worked over the entire country, are practically incalculable.

To illustrate: Supposing we have one thousand inspectors, and each destroys one cat; the article referred to estimates that this one cat would have destroyed, in one year, fifty birds. Now, Mr. Dobson, of the Illinois Audubon Society, states, (according to this article,) that "one bird will destroy ten thousand tree lice in one day," which,—allowing the bird one day in seven to rest,—would figure up 156,500,000,000 tree lice destroyed each year by the fifty thousand birds whose lives will be spared providing each inspector destroys only one cat per year.

Again: From the same authority we learn that another bird, "watched closely, has been seen to devour Gipsy Moths at the rate of thirty-five per minute for eighteen minutes at a time." Calculating the active efforts of this bird at one hour per day,—thus giving it time for digestion,—it would devour 2100 moths per day, or, (allowing one day in seven for rest as before), 657,300 per year, and it of course follows that the saving of bird life by the destruction of one cat per inspector per year, on the basis mentioned above, would result in the destruction of 32,865,000,000 Gipsy Moths in one year.

It seems to me this is a matter of more than ordinary importance and one which should be given the most careful consideration. If my premises are correct—and I have tried to follow the text carefully—this plan is far cheaper than spraying, and much more effective. Of course there may be some minor difficulties: For instance, to corral a vigorous full-grown cat might require some strenuous exertion, but as many inspectors are fresh from college and football, I think they would be equal to the task. In cases where cats may take refuge in cellars or hay-mows, and stubbornly refuse to come forth and be killed, such cat-infested houses and barns might be burned; the owner, if not sufficiently public-spirited to bear the loss for the public good, might be indemnified. Even allowing a wide margin for such expense it would be far cheaper than spraying.

But, I fancy I hear some one say, "if cats were all destroyed we would be over-run with rats and mice," which leads me to suggest that the usefulness of the inspector might be still further increased by making him a "Rat-catcher" as well. This, I understand, is already a recognized vocation in some sections. This arrangement would be an advantage to the inspector in many ways; he could devote his time during the rainy days in summer and the cold days in winter, to indoor work catching cats and rats and mice, and the fine weather to field work, thus giving him useful employment during practically the entire year.

These ideas are entirely my own. I have not applied for a patent, and shall not do so. You are at liberty to use them in any way you see fit, for the benefit of the public.

Very Respectfully,

A. SUBSCRIBER.



## NEW ROSES

*Paper by Chas. Howard, read before Pacific Coast Association of Nurserymen, San Francisco, August 13, 1915.*

In considering new roses we must do so from the World's view point and if that is done the hardy kinds will demand considerable attention.

Highly bred tender roses in the Teas and Hybrid teas have their place, and it is a favored section for them along the Pacific Coast. Even outside this section, the most sanguine do not fully realize their scope.

The value of a new rose depends somewhat on its adaptability—does it like your climate? Your friend, who lives on the east side of the hill maybe must plant other varieties from the one that lives on the west side, and so it goes the world over with many of the tender roses. Notwithstanding they will never be less popular, but, there is so much chaff to be sorted out, and while the sorting is going on it might be wise (even kind) to advise continual planting of the hardy blood.

Climbing roses have made the greatest strides of development during the past few years, and to-day there is no situation in which they cannot be used to advantage; for arches, walls, trellis, pergola, in any aspect; for weeping and creeping, or as specimen bushes; and for pot culture even more than in the past.

One hundred miles east of Los Angeles where Desert climate roses grow, in mid-summer Etoile de France is always in bloom. It likes the climate. This branch of the new climbing Etoile de France shows the great vigor of this climber and the flowers are identical with the bush from which it is a sprout. With plenty of water it seems this new climber might do well for his Satanic Majesty.

This is a branch of the best yellow climber yet introduced. We always think "Marechal Neil" when mention is made of a yellow climber, but this variety we imported from England is more vigorous and hardy and the color is superb. It is climbing Sunburst and will certainly prove popular. Watch it.

In recent years the yellow varieties have had a little more attention than other colors. At our Western flower shows to-day more Lady Hillingdon are displayed than all other yellows combined, simple reason, it is a Tea variety and produces more flowers than some of the others. But in the near future we will see more of such kinds as Mrs. Aaron Ward, Sunburst, Herzogin Marie Antoinette, Miss Alice de Rothschild, Alexander Hill, Gray and Old Gold. Some of these have decided apricot and bronze tints but are all generally called yellow.

In the new white varieties British Queen has taken its place along with Kaiserin Augusta Victoria, and in Madison all lovers of the Bride will find a good substitute free from mildew.

New roses in pink are numerous and it is hard to select the choicest, but there is little doubt about Willowmere, Mrs. Geo. Sawyer, Radiance and Ophelia being in the limelight. Ophelia and Willowmere are salmon pink.

Good red roses are about as difficult as good yellows,

but there are many new ones that are very promising, Robin Hood, Olivia, Prince E. C. d'Arenberg and Earlate all have worthy qualities, and if Edward Mawley likes your climate as well as Gen. McArthur does it will have just as many friends, which is saying a good deal. Others that should not be overlooked are Laurent Carle, Geo. Dickson, J. B. Clark, Francis Scott Key, and Gen. Superior Arnold Janssen. Crimson Queen in perfect form and maroon shadings is a grand acquisition. It is inclined to grow—the one quality that forced Chateau des Clos Vougeat out.

Frau Karl Drushki is wonderfully popular. Why? It grows for the people, delivers the goods for the people, in the climate the people live in. For the same reason Geo. Ahrends, the new pink Drusehki will be very popular. Experts handling roses under glass first learn the temperature required and not until they do learn this can they expect success. Very recently the Australian Argus asked its readers to vote on the twelve most popular roses—Frau Karl Drusehki received 390 votes, more than three times the number received by the last on the list. Geo. Ahrends, this new pink seems to have the same growing qualities.

The old Crimson Rambler is a wonder. As polyanthas are judged it is still the ideal, and after seeing the new polyantha varieties like American Pillar and Tausendschoen, we wonder how it can hold that position.

Wichuriana hybrids are the most wonderful yet produced, you will all agree. Some thirty years ago the first Wichuriana was introduced from Japan and in that time maybe we have had 50 of its hybrids put on the market and a large number of them are worthy. Over 16 years ago in York State I was shown several roses in little pots and was told a certain particular growth indicates some hybrid blood. The next few months while we were watching these little hybrids develop the bright little granddaughter of the firm continually made baby eyes and love to us in such a way that two years later we were happy indeed to buy this new hybrid rose named in her honor, Dorothy Perkins. Probably no one dreamed in those days the rose would become famous the world over, but to-day we have not only the pink Dorothy Perkins, but a red and a white, also a yellow in Shower of Gold good enough to be called a yellow Dorothy Perkins, and they are all Wichuriana hybrids. The new hybrid single white, Silver Moon, is certainly grand, and why the old original Wichuriana is ever planted with this new one on the market is beyond me. In 1903, the year after Dorothy Perkins was distributed, Lady Gay with its cherry pink shadings was introduced and is still a strong bidder for first place, but as all Wichurianas are judged, Dorothy Perkins is still the ideal. Many of this strain make good pillar roses and as standards they are unrivalled. In England they say no other standard will compare with a well trained Wichuriana standard.

Pernet Group—Another class of hardy hybrids we must not overlook is being developed from the old Austrian briar. This briar crossed with Antoine Dueher gave us Soliel de Or, a strong yellow which has proved a most useful parent; Arthur R. Goodwin, Rayon de Or, Juliett and Lyon are all descendants. Beaute de Lyon, one of the most promising of recent introductions is a seedling from Soliel de Or and Mme. Eduard Harriot in-



troduced in 1913 will entirely displace the old Lyon for it does not have any Lyon bad habits, the color is better and gives more flowers.

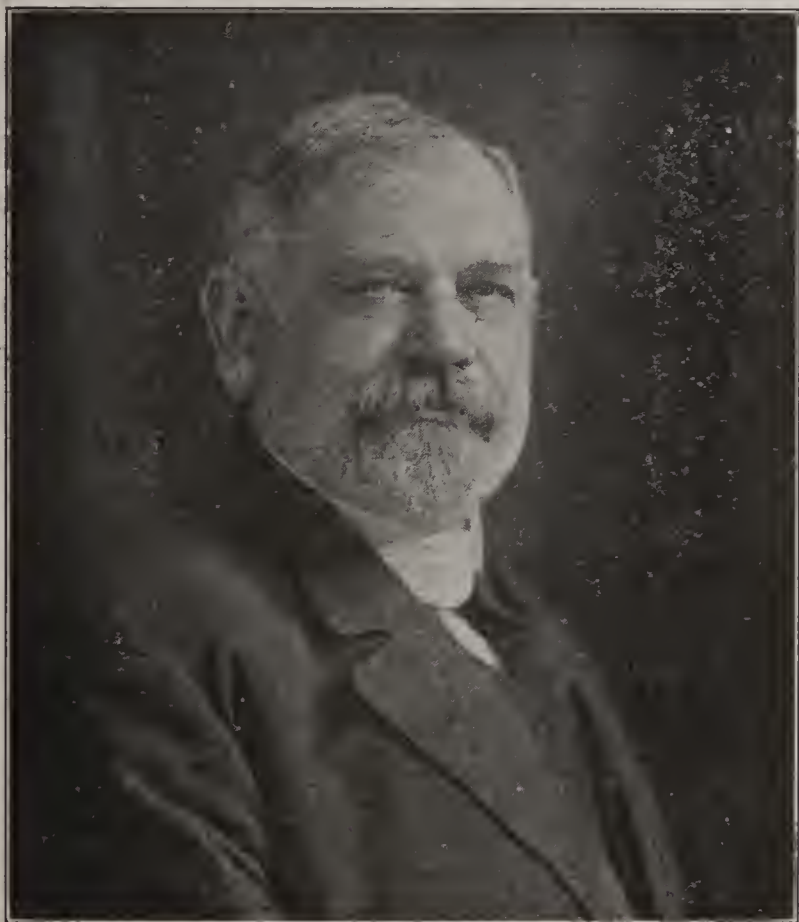
We have never had a black, or a blue rose, but new roses give us nearly all the other colors. For the future let us have more that will resist mildew, black spot, and other fungoid pests. Let us have NEW ROSES, fragrant, hardy, and always in bloom.

A letter received at the office of "The National Nurseryman" invites us to go out to the nursery of Martin Kohankie, Painesville, Ohio, to see 40 acres of perennials and shrubs in first-class shape.

## Obituary.

EDWIN LONSDALE

Although not a nurseryman in the strict sense of the term, Mr. Edwin Lonsdale was well known to many in the profession, who will hear of his death with deep sorrow.



*The late Edwin Lonsdale*

Up until the time of his last illness he was in charge of the Burpee Sweet Pea Farms, Lompoc, California. Previous to that he had charge of the Girard College grounds. For many years he was in the florist business at Wyndmoor, Penna.

Always an enthusiastic horticulturist of an unusual ability and knowledge, he was perhaps the best known and best loved man of his time in the florist business.

Mr. Lonsdale has left behind him something infinitely better than wealth—a clean record, a splendid example of courage under adversity and the esteem of all who came in contact with him.

## BOOK REVIEW

C. S. Harrison has just sent us a copy of his manual on the Iris, which gives directions for their propagation and care. There is also a chapter on the raising of new sorts.

Practically all nurserymen know of the enthusiasm of Mr. Harrison and know his fund of knowledge on the subject of his book. Nurserymen who carry a stock of these beautiful plants should not fail to have the manual on hand for reference.

The Iris are all classified and described. Price 25 cents.

## PRINCIPLES OF FLORICULTURE

Another of the Rural text books series has been published by the MacMillan Company, of New York. The author is Edward A. White and the work has been edited by L. H. Bailey.

Like the rest of this series, it is an extremely good book on the subject and is more in the line of the florist than the nurseryman, as it deals exclusively with greenhouse culture. It treats the subject from every view point, covering glass structures and their arrangement, building, heating, plant reproduction, cultivation and marketing. It is a book that should find an extremely large sale, as there is no other work, with which we are familiar, that exactly covers the needs of the American florist. The price is \$1.75.

## BULLETINS OF INTEREST TO NURSERYMEN

Life History of the Codling Moth in Maine. By E. H. Siegler and F. L. Simanton, Entomological Assistants. Deciduous Fruit Insect Investigations. Pp. 50, pls. 2, figs. 9. Contribution from the Bureau of Entomology. (Professional Paper.) August 10, 1913. (Department Bulletin 252.) Price 10 cents.

Of interest to fruit growers in the New England States.

Dispersion of Gipsy-Moth Larvæ by the Wind. By C. W. Collins, Entomological Assistant. Gipsy Moth and Brown-tail Moth Investigations. Pp. 23, pls. 6, map. Contribution from the Bureau of Entomology. (Professional Paper.) August 24, 1913. (Department Bulletin 273.) Price, 15 cents.

An extended report on one of the important phases of gipsy-moth control work, conducted under the direction of the Bureau of Entomology, and in co-operation with the various States affected.

Testing Grape Varieties in the Vinifera Regions of the United States. By George C. Husmann, Pomologist in Charge of Viticultural Investigations. Pp. 157, pls. 10, fig. 1. Contribution from the Bureau of Plant Industry. (Professional Paper.) August 6, 1913. (Department Bulletin 209.) Price, 25 cents.

Of interest to grape growers throughout the United States.

The Roundheaded Apple-Tree Borer. By Fred E. Brooks, Entomological Assistant. Deciduous Fruit Insect



Investigations. Pp. 20, figs. 19. Contribution from the Bureau of Entomology. July 6, 1915. (Farmers' Bulletin 675.)

This bulletin describes an insect which in the larval or grub stage is most destructive to apple orchards in the eastern half of the United States. Methods for its control are given.

A Disease of Pine Caused by *Cronartium Pyriforme*. By George G. Hedgecock, Pathologist, and William H. Long, Forest Pathologist, Investigations in Forest Pathology. Pp. 20, pls. 2, fig. 1. Contribution from the Bureau of Plant Industry. (Professional Paper.) July 20, 1915. (Department Bulletin 247.) Price, 5 cents.

This bulletin discusses an important disease of pines which is now for the first time fully described. It is intended for circulation among botanists, foresters, nurserymen, State inspectors, and horticulturists.

The Parandra Borer as an Orchard Enemy. By Fred E. Brooks, Entomological Assistant, Deciduous-Fruit Insect Investigations. Pp. 7, pls. 4. Contribution from the Bureau of Entomology. July 19, 1915. (Department Bulletin 262.) Price, 5 cents.

This bulletin describes the Parandra borer as an enemy of fruit trees, gives its history and distribution, and suggests methods of combating it. It will be of interest throughout the greater portion of the United States.

American Plum Borer. By E. B. Blakeslee, Entomological Assistant, Deciduous Fruit Insect Investigations. Pp. 31, pls. 3, fig. 1. Contribution from the Bureau of Entomology. (Professional Paper.) July 19, 1915. (Department Bulletin 261.) Price, 5 cents.

This bulletin gives the life history, habits description of this insect, and methods of combating it.

### TREES WANTED AT GARY, IND.

Editor "National Nurseryman":—

For several years it has been the wish of the people of Gary to have a park on the lake front, but as no lands were accessible within the limits of the city, an Act was passed by the last legislature permitting Gary to co-operate with Miller, a town lying north and east of Gary, and to appoint a joint Park Board. Miller having access to Lake Michigan, improvements have been started and trees will be planted this fall.

But who is to pay for these improvements? The system is this:—For all improvements made by the Park Board over a certain amount, there are competitive bids. Plans and specifications, being furnished by the Park Commissioners. A tax is levied and collected at the rate of nine (\$.09) cents on each One Hundred (\$100.00) Dollars of taxable property, special assessments, being made in such a manner that the sections benefited pay for the improvement.

Gary is proud of its name, "The Steel City," and its men that make up the population of this city. There is a wonderful spirit here and people are helping vegetation to grow, in spite of adverse conditions. They appreciate trees and want more trees.

What have you to offer?

J. H. BARNETT, JR.  
City Forester of Gary, Ind.

Mr. W. B. Van Eyck, who has been for the last nine years representative in the United States for G. W. Van Gelderen, of Boskoop, Holland, has been taken into the firm. The new firm will be known as Van Gelderen and Company.

### AMERICAN ASSOCIATION OF NURSERYMEN

**President**—E. S. Welch, Shenandoah, Iowa.

**Vice-President**—John Watson, Newark, N. Y.

**Treasurer**—Peter Youngers, Geneva, Neb.

**Secretary**—John Hall, Rochester, N. Y.

**Executive Committee**—President, E. S. Welch, Shenandoah, Iowa, Chairman; J. B. Pilkington, Portland, Oregon, one year; Lloyd C. Stark, Louisiana, Mo., one year; J. H. Dayton, Painesville, Ohio, two years; H. B. Chase, Chase, Ala., two years; J. R. Mayhew, Waxahackie, Texas, three years; Theo. Smith, Geneva, New York, three years; Vice-President, John Watson, Newark, N. Y., ex-officio.

#### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—L. C. Stark, Louisiana, Mo.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—T. J. Ferguson, Wauwatosa, Wis.

**Publicity**—J. R. Mayhew, Waxahackie, Texas; L. C. Stark, Louisiana, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

**Finance**—J. H. Dayton, Painesville, Ohio; T. J. Smith, Geneva, N. Y.; John Watson, Newark, N. Y.

### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association of Oklahoma Nurserymen**—President Jim Parker, Tecumseh, Okla.; secretary, P. W. Vaught, Holdenville, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, John S. Armstrong, Ontario. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurseryman's Association**—President, Walter E. Campbell, New Haven, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Rose-acres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaup, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President S. C. Miller, Milton, Oregon; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, J. H. Austin, Antioch, Tenn. Secretary-Treasurer, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, C. K. Phillips, Rockdale, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



## EUROPEAN ELMS

**EUROPEAN ELMS.** There is probably more confusion in the identification and proper naming of these trees in American parks and gardens than of any other group of trees, and it is only in very recent years that English botanists have been able to reach what appear to be sound conclusions in regard to them. The confusion started with Linnaeus who believed that all the European Elms belonged to one species, and it has been increased by the appearance of natural hybrids of at least two of the species and by the tendency of seedlings to show much variation from the original types. There are five species in Europe; the first of these is

**ULMUS CAMPESTRIS.** It is this tree which is generally spoken of as the English Elm in eastern Massachusetts where it was planted more than a century ago and where it has grown to a larger size than any other tree planted in this region. The Paddock Elms which were once the glory of Tremont Street, and the great English Elms which stood on Boston Common until a few years ago were of this species, and large specimens can still be found in the suburbs of the city. *Ulmus campestris* is a tall tree with dark rough bark, massive ascending branches, comparatively small, rough, ovate leaves with hairy petioles not more than one-fifth of an inch long, and young branchlets covered with short soft hairs. In England and the United States it very rarely produces fertile seeds but great quantities of suckers by which it is propagated. This tree possibly only grows naturally in the hedge rows and parks of southern England where it may be indigenous. It was largely planted in the Royal Park at Avanguez, near Madrid, toward the end of the sixteenth century, but it has been usually believed that these trees were imported from England. The trees, however, at Avanguez produce fertile seeds in abundance and Henry suggests (*Trees of Great Britain*, VII, 1908) "that this tree may be a true native of Spain, indigenous in the alluvial plains of the great rivers now almost deforested." A dwarf Elm tree with small leaves is now usually considered a seedling form of *Ulmus campestris* (var. *viminalis*). There are forms in cultivation with leaves variegated with yellow (var. *vilminalis aurea*) and with white (var. *viminalis marginata*).

**ULMUS NITENS.** This is perhaps the most variable of Elm trees in habit and one of the most widely distributed of the European trees. It may be distinguished from *Ulmus campestris* by its less deeply furrowed bark, mostly glabrous branchlets, longer, often obovate leaves, lustrous and usually smooth on the upper surface, with petioles from one-quarter to one-half an inch long. The seeds of this tree have been sold for years by European seedsmen under the name of *Ulmus campestris*, and a great many specimens of this Elm have been planted in the United States in the last fifty years under that name. *Ulmus nitens* is a common tree in the southern, midland and eastern counties of England, and ranges through central and southern Europe to the Caucasus and probably to northeastern Asia. In England trees of this Elm occur with a broad head of spreading and more or less pendulous branches. This form is often called the Herefordshire Elm, as it is this particular form which is

most often found in that part of England, and some of the old Herefordshire Elms are only surpassed in beauty by *Ulmus americana* as it sometimes grows in New England. The Cornish Elm, a tree with erect branches which form a narrow pyramidal head, is usually considered a variety of *Ulmus nitens* (var. *stricta*), although some modern authors treat it as a distinct species. This is the common Elm tree of Cornwall and some parts of Devonshire, and is also found in Brittany. The Guernsey, Jersey or Wheatley Elm (var. *Wheatleyi*) is another pyramidal tree which is believed to be a variety of the Cornish Elm, from which it differs in its rather broader head, its earlier flowers and wider leaves. It is sometimes called variety *sarniensis*. On one of the forms of *Ulmus nitens* (var. *suberosa*) the branchlets are furnished from the second to the tenth year with corky wings which are most developed on sucker shoots. The Elm of central Europe referred to as *Ulmus nitens* is of this variety, and young plants in the Arboretum raised from seeds collected in Hungary develop these wings when only a few years old. An interesting form of *U. nitens* (var. *umbraculifera*) is a tree with a dense globose head sent from Persia to Germany in 1878. This curious tree is doing well in the Arboretum and promises to grow here to a large size. Other interesting varieties are var. *pendula*, with very pendulous branches and branchlets, var. *Dampieri*, a fastigate tree with a narrow pyramidal crown, and var. *variegata* with leaves blotched with white. This appears to be the most common of the Silver-leaved Elms and is often seen in American collections where it grows to a large size.

**ULMUS GLABRA.** This is the so-called Scotch Elm and is also known as *U. montana* and *U. scabra*. It is a tree with wide-spreading branches making a broad, open, round or flat-topped head, large leaves broadest above the middle, often three-lobed at the apex, dark green and very rough on the upper surface, and covered below with soft pale down; their petioles are not more than one-eighth of an inch long. This Elm can also be distinguished by the fact that the seeds of the fruit are in the middle of the surrounding wings. This tree does not produce suckers, but great crops of seeds which are blown about and germinate freely, and in this country produce innumerable plants which often become troublesome weeds. In eastern Massachusetts in recent years the leaves of this species and its varieties have been injured in early summer by the larvae of a leaf-mining insect which feed under the epidermis. *Ulmus glabra*, which owes its name to the smoothness of the pale branches, is a native of northern England and Scotland, and is widely distributed through Europe to the Caucasus, appearing again in eastern, Siberia, Manchuria, northern Japan, and in northern and western China (var. *heterophylla*). Many seedling forms of *Ulmus glabra* are in cultivation. The best known, perhaps, is the Camperdown Elm (var. *pendula Camperdownii*). This has pendulous branches and branchlets which when grafted on a tall stem form a natural arbor. A handsomer weeping form is the var. *pendula*, often found in collections under the name of var. *horizontalis*. The Exeter Elm (var. *fastigiata*) is a narrow pyramidal tree with erect growing branches and branchlets. Var. *crispa* is a small tree with narrow, wrinkled, lacinate leaves and is more curious than beau-



tiful. Var. *atropurpurea* has dark purple folded leaves and has little to recommend it as an ornamental tree.

**ULMUS LAEVIS.** This is the common Elm in some parts of Scandinavia, northern Russia, and occurs sparingly in Denmark and the Balkan States. This tree is very closely related to *Ulmus americana* but differs from it in the much thicker coating of down on the lower surface of the leaves and in the longer and sharp-pointed buds. The Arboretum specimen has been growing here since 1888, and although unfortunately a grafted plant is one of the handsomest Elms in the collection, now about fifty feet tall with a short trunk eighteen inches in diameter, a broad pyramidal head, and dark thick foliage. This tree is probably exceedingly rare in American collections. It might well be generally introduced into this country as it would certainly be hardy in any of the northern states and in Canada. It is sometimes called *Ulmus pedunculata* and *U. effusa*.

**ULMUS MINOR.** This is a small-leaved Elm which is common in the eastern counties of England and has been reported from western Europe. It is a tree from forty to ninety feet tall with short ascending branches and pendulous branchlets, and produces suckers freely. It is often called *Ulmus sativa*. There are only young grafted plants in the Arboretum.

**HYBRID ELMS.** A number of natural hybrids between *Ulmus glabra* and *U. nitens* have appeared in Europe. The oldest general name for these hybrids is *Ulmus hollandica*, and under existing rules of nomenclature the different hybrids of the same parentage are considered varieties. The best known of these trees in the United States is the Huntington Elm.

**ULMUS HOLLANDICA, VAR. VEGETA.** This tree, which was raised in a nursery at Huntington about the middle of the eighteenth century, sometimes grows one hundred feet high or more, with a massive trunk and ascending or spreading branches; it suckers freely and also produces, at least in England, large crops of seeds. The Huntington Elm can be seen to great advantage in Cambridgeshire, England, where it has been largely planted, especially in Cambridge itself where there is a noble avenue of these trees. In New England it grows perhaps more rapidly than any other Elm-tree, and it is one of the best Elms to plant here.

**ULMUS HOLLANDICA, VAR. BELGICA.** This is another hybrid probably of the same parentage. It is a tree with a tall rough-barked stem and wide-spreading branches which form a broad head covered with dense foliage. It was cultivated in Flanders in the eighteenth century and for many years has been the principal Elm-tree planted by roadsides and in parks in Belgium and Holland. It is said that in Belgium it grows more rapidly than any other Elm-tree, and that it succeeds better on poor sandy soil than any other Elm. As it grows in the streets of the Dutch cities there is certainly no better street tree, but it is still too soon to speak of its value or of its rapidity of growth in this country, although the plants in the Arboretum are flourishing. This Elm is often sold in European nurseries as *Ulmus hollandica*. There is a variety of this tree (var. *Dumontii*), with more ascending branches which form a narrow head. This has been planted as a street tree in Europe but is believed to grow more slowly than the common form of the Belgian Elm.

**ULMUS HOLLANDICA, VAR. KLEMMER** is another supposed hybrid of the same parentage, and in habit is more fastigiate than the Belgian Elm. This has also been a favorite tree with Belgian and Dutch planters.

**ULMUS HOLLANDICA, VAR. SUPERBA.** This is probably another hybrid of the same parentage and is described by European dendrologists as a narrow pyramidal tree; it is therefore different from the tree in the Ellwanger & Barry Nursery at Rochester, New York, called *Ulmus superba*, which is probably only a varietal form of *Ulmus glabra* or another hybrid of that species.

**ULMUS HOLLANDICA VAR. MAJOR.** This is also probably an English hybrid of the same parentage; it is a large dark-barked tree with wide spreading branches and corky branchlets, and suckers freely. This tree is common in England, and it is the Elm with winged branches which is sometimes found in American collections under the name of *Ulmus campestris*. It is often called *Ulmus hollandica* and is sold in European nurseries under that name.—*Arnold Arboretum Bulletin*.



## Business Movements.



JOHN WATSON

*Retires from Active Management of Jackson & Perkins Co. and Commences Business in His Own Behalf.*

John Watson, who for many years was active in the management of the Jackson & Perkins Co., Newark, N. Y., and who remains a stockholder and director in that company, has discontinued his personal connection with the firm and opened an office at Newark, N. Y., where he will commence business on his own responsibility.

He will continue to grow, buy, and sell trees,—the "WATSON WAY," and will "deliver the goods." He will represent good foreign houses in the sale of fruit-tree seedlings, Manetti stocks, English gooseberries,



Azaleas and other Belgian goods, etc.

Mr. Watson has many friends in the trade, who will welcome him as a brother tradesman, and they and the National Nurseryman wish him every success in his new venture.

Mobile Nursery Company, Mobile, Alabama, organized January, 1914, have incorporated their company, J. B. Dortch, President; Thomas Murray, Vice-President, and General Manager; H. B. Crocker, Secretary and Treasurer; and G. W. DeV Vaughn, Superintendent.

Forest Nursery & Seed Company, McMinnville, Tenn., formerly owned by A. P. Hill and G. F. Wagoner, has been sold to J. R. and F. C. Boyd, who will continue business under the same name.

Wilmon Newell resigned his position as State Entomologist at Texas to accept a position as Plant Commissioner at Gainesville, Florida, and will have general supervision of the Citrus canker eradication work as well as of the nursery inspection and plant quarantine work of the State of Florida.



### Review, Note and Comment.

Mr. Wick B. Hathaway, of Madison, Ohio, called at the office of the National Nurseryman on his annual summer trip east.

The annual meeting of the Texas Nurseryman's Association has been changed to September, to be held on September the 28th and 29th, at Waco, Texas.

## WANTED

**WANTED**—Position as manager or working foreman of nursery making specialty of pecans and citrus fruits. At present employed. Good reasons for desiring change. References. Address

S. L. R., Care National Nurseryman.

### WANTED—PACKING YARD FOREMAN

A man having had experience in the winter storage of Nursery stock, packing retail orders and handling labor.

THE BARNES BROTHERS NURSERY CO.

Yalesville

Conn.

**WANTED**—Someone familiar with Ornamental Trees and Shrubs and possessed of a knowledge of their qualifications for Landscape work. Applicants should understand Landscape Gardening, be qualified to plant Nursery Stock, and sufficiently educated to advance, after experience, to the correspondence and sales department of the Nursery business. Salary moderate at first, opportunity for advancement is unusual. Only honest, absolutely temperate men need apply. State fully qualifications in first letter. State amount of education possessed and experience had. Mention religious denomination to which you belong; give references, age, and let us know if you can commence work at once.

Wm. H. Moon Company,  
Morrisville, - - - Penna.

Mr. G. H. Blackmon, writing from Dallas, Texas, says they are expecting an exceptionally good meeting of the Texas Nurserymen's Association, which is to be held at Waco, Texas, September 28th and 29th.

A letter from F. Ferguson & Son, Hurstville, New South Wales, states that the interpollination of fruits is quite a burning question with the orchardists of that country.

### LARGE QUANTITIES OF:

One-year-old, thrifty, healthy, clean, Apple, Pear, Mahaleb, Myrobalan, St. Julien, Quince, Rosa Canina, Rosa Rubiginosa, Rosa Manetti, in regular sizes. White and Purple Lilacs, 2-year-old seedlings, for budding or lining out. Norway Maples, etc.

KALLEN & LUNNEMANN, Boskoop, Holland

### PLEASANT HILL NURSERY CO.

FINLEY & WINDMILLER, Props.

PLEASANT HILL, ILL.

We offer a large stock of Apple Trees, peach, plum and cherry trees, in all leading varieties. Send us your want list for Quotations.

Special price on peach in Car Lots. Better get our prices. We can save you money.

Let me quote you on  
TREE AND SHRUB SEED  
CONIFER AND ACORNS  
A Specialty

J. F. VON HAFFTEN, Consulting Forester,  
Winfield Junction - - - Long Island, N. Y.

FORTY-NINTH YEAR

## T. S. HUBBARD GO.

FREDONIA, N. Y.

The longest established and best known growers of

## Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
Brighton	Eaton	Pocklington
Campbell's Early	Green Mountain	Salem
Delaware	Lutie	Woodruff Red
Concord	Moore's Early	Worden

and all other old and new varieties which we think worthy of general cultivation

## CURRANTS

Black Champion	Lee's Prolific	Versailles
Black Naples	North Star	Victoria
Fay's Prolific	Pomona	White Dutch
Cherry	Red Dutch	White Grape

and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

### GOOSEBERRIES

A fine stock of leading varieties. One and two years.

### BLACKBERRIES

The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.



## SALE OF THE UNION COUNTY NURSERIES

*Estate of Hiram T. Jones*

After advertising and other efforts to sell the personal and real estate, as advised by the creditors who attended the meeting held on June 5th, the best offer received was made by the Elizabeth Nursery Co. of \$5,000.00 for the nursery stock, equipment and personal property assets of the business, with its good-will, etc., exclusive of uncollected accounts and \$13,500.00 for the real estate, and the offer was accepted and the sale consummated. Out of the proceeds of the sale of the real estate, the mortgages, interests due, taxes and the value of the dower estate of the widow, must be paid, besides the legal administration expenses. This sale was approved by the members of the committee appointed by the creditors to

advise with Mrs. Jones relative to the sale of the business and real estate.

Now that this sale has been effected an accounting will be made before the Union County Orphans Court, and in due time settlement with the several creditors will be made as far as the net proceeds will permit.

Great credit is due to Mrs. Jones, for her untiring efforts to close up the business of the estate to the end that all creditors might be paid as nearly in full as possible, even to the sacrifice of some of her dower rights.

The American Peony Society deserves commendation and support of all interested in this beautiful flower. Since it has been in existence it has done much work in straightening out the chaos in the nomenclature of these plants.

# SURPLUS CLEARANCE

## Of Quarter of a Million Shrubs.

## Your Chance for Bargains

If you are on the lookout for some real bargains in salable shrubs, you will not give this list the go-by,

without looking it over carefully. Prices are F. O. B. West Grove. Boxing at cost.

*Variety*  
**C. & J. SHRUBBERY**  
**ALTHAEA, Banner.** 18-24 in.  
 2-3 ft.  
 3-4 ft.  
**bicolor.** 2-3 ft.  
 3-4 ft.  
**Double Pink.** 2-3 ft.  
 3-4 ft.  
**Double Red.** 2-3 ft.  
 18-24 in.  
 3-4 ft.  
**Jeanne d'Arc.** 2-3 ft.  
**Meehani.** 12-18 in.  
 18-24 in.  
**ARBORVITAE pyramidalis.**  
 6-8 inch  
**Sibirica.** 6-8 inch  
**BERBERIS Thunbergii** (Barberry). From cuttings.  
 8-12 in.  
 12-18 in.  
 18-24 in., 2 yr.  
 18-24 in., 3 yr., bushy  
 2-3 ft.  
 From seedlings, 18-24 in.  
**BUDDLEIA.**  
 2-3 ft., extra fine stock.  
**DEUTZIA crenata.** 18-24 in.  
 2-3 ft.  
 3-4 ft.  
**gracilis rosea.** 12-18 in.  
 2-2½ ft.  
**Lemoinei.** 12-18 in.  
 18-24 in.  
 2-2½ ft.  
**Pride of Rochester.** 12-15 in.  
 2-3 ft.  
 3-4 ft.  
 4-5 ft.

*Variety*  
**EUONYMUS Japonica.**  
 12-18 in.  
 2 ft.  
**FORSYTHIA Fortunei.** 10 in.  
 1 yr.  
**viridissima.** 12-18 in., 2 yr.  
 2-3 ft., 2 yr.  
 3-4 ft., 3 yr.  
 4-5 ft., 3 yr.  
**HYDRANGEA arborescens.**  
 12-18 in.  
 24 in., 3 yr. cut back  
 18-24 in.  
 2-3 ft.  
**paniculata gr.** 8-12 in., 1 yr.  
 18-24 in.  
 2 ft.  
 3-3½ ft.  
**JAPAN MAPLES atro. dissect.**  
 2 ft.  
**aureum.** 2 ft.  
**LONICERA Tatarica.** 2-3 ft.  
 3-4 ft.  
 4-5 ft.  
**MOCK ORANGE, Single.**  
 2-3 ft.  
 3-4 ft.  
 4-5 ft.  
**PRIVET, California.** 3-4 ft.  
 4-5 ft.  
**SALIX viminalis.** 3-4 ft.  
**English Basket Willow.**  
 4-5 ft.  
**Babylonica.** 4-5 ft.  
**SPIRAEA, Anthony Waterer.**  
 6-8 in., 1 yr.  
 12-15 in., cut back  
 2 ft.  
 2-2½ ft.

*Variety*  
**Blue, Caryopteris.** 18-24 in.  
 3 ft. wide  
**Frobeli.** 12-15 in.  
 3 ft.  
**prunifolia.** 12-18 in.  
 2-3 ft.  
**Reevesii.** 12-18 in.  
 2-3 ft.  
**Van Houttei.** 18-24 in.  
 2-3 ft.  
 3-4 ft.  
**VIBURNUM plicatum.**  
 12-18 in.  
 18-24 in.  
 3 ft.  
**WEIGELA candida.** 3-4 ft.  
**Eva Rathke.** 18-24 in.  
 2-3 ft.  
**rosea.** 18-24 in.  
 3-3½ ft.  
 3-4 ft.  
**Variegated-leaved.** 18-24 in.  
 2-3 ft.  
**C. & J. VINES**  
**AMERICAN IVY.** 12-15 in.  
 2-3 ft., 2 yr.  
**CHINESE MATRIMONY.**  
 3-4 ft.  
**CRIMSON GLORY VINE.**  
 12-18 in., 2 yr.  
**EUONYMUS radicans.** 6-8 in.  
 12-18 in., 2 yr.  
 8-12 in.  
**radicans variegata.** 6-8 in.  
**HONEYSUCKLE**  
**HONEYSUCKLE Evergreen.**  
 18-24 in., 1 yr.  
 2-3 ft., 2 yr.

*Variety*  
**Golden.** 18-24 in.  
 2-3 ft.  
**Halliana.** 18-24 in., 1 yr.  
 2-3 ft.  
 3-4 ft.  
**Heckrottii.** 18-24 in.  
 2-3 ft.  
 3-4 ft.  
**Red Coral.** 3-4 ft.  
**WISTARIA magnifica.**  
 18-24 in.  
**C. & J. MISCELLANEOUS**  
**AURAUCARIA**  
**BOUGAINVILLEA.** 5 in.  
**FERNs, Asparagus Sprengeri.**  
 2¼ in.  
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**PLATYCODON.** 1 yr. roots.  
**HYDRANGEAS**  
**New French Varieties. Fine for Forcing**  
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 3-5 branches  
**HYDRANGEA Avalanche**  
**Bouquet Rose.** 12 in.  
**La Lorraine.**  
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**Otaksa.** 12 in.  
 2-3 buds  
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 We will entertain especial offer for the entire lot.

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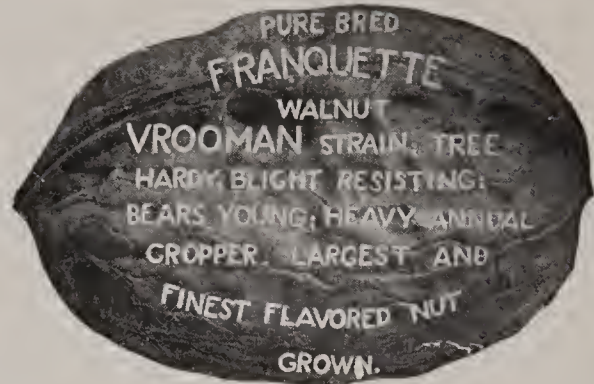
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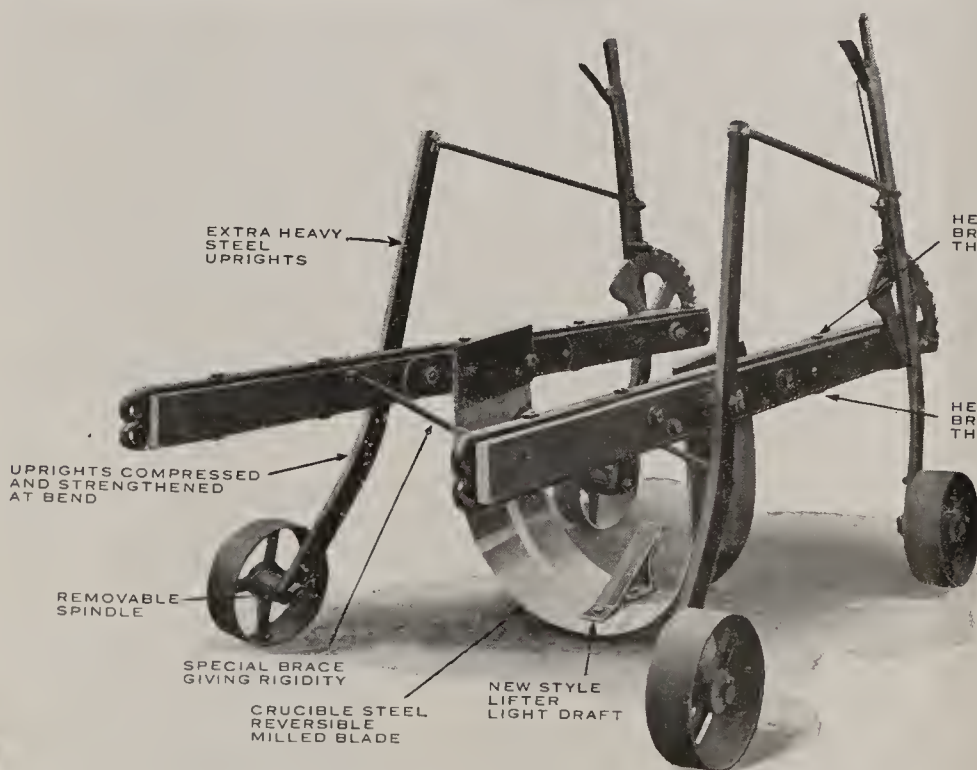
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Climbing Roses, pot-grown, extra fine

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All varieties, all sizes.

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AZALEAS, ANDROMEDA, KALMIA and other American plants in great variety.

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ROSES. Dwarfs and Standards in all varieties.

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HARDY NURSERY STOCK SUCH AS  
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200 Acres  
High Grade  
Trees, Shrubs,  
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Fine Stock  
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Rhododendrons  
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We have a splendid stock of

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and other small fruit plants for the Nursery trade, graded up to the highest standard and sure to please you.

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Can supply the above in car load lots or less. We also have a large surplus of Hydrangeas P. G., Spireas and Deutzias assorted, Evergreens, N. Maple, Horse Chestnuts and Carolina Poplar. Please submit list of wants for prices.

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CHERRY—Two Year strong on Emg. Morello & Wragg.

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Personal Inspector invited.

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## 500,000 California Privet

Two years, 2 to 3 feet, 5 to 8 branches, extra fine.

Two years, 2 to 3 feet, 3 to 6 branches.

Two and Three Years, 3 to 4 feet, 6 to 12 branches, extra fine.

Bright, Clean and Handsome with remarkable root system.

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One year, 12 to 18 in., extra fine.

Two years  $1\frac{1}{2}$  to 2 ft.; two years, 2 to 3 ft.

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Two years, transplanted and stocky, 9 to 12 in., 12 to 18 in.

SPECIAL RATES ON LOTS OF 5000 OR MORE.

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Northern Grown Stock.

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Monroe County Soil and Climatic Conditions are Most Ideal for Peach Tree Growing. We are in a Position to Grow More and Better Peach Trees Than Anyone Else in the World.

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**You Should Buy of Hathaway—**

For you could not buy better, even though you paid more. I am offering in three grades or more of crop, put up in attractive bundles, the finest lot of quality plants I have ever grown. I offer in **RASPBERRY**, Tip, Cane or Transplants, in black, purple, red and yellow, **The Greggs, Cumberland, Kansas, Plum Farmer, Columbian, Cardinal, Haymaker, Royal Purple** (the best shipper of all purples) and **Shaffer's Colossal, St. Regis** (everbearing red), **Cuthbert, Eaton, Early King, Marlboro, Miller Perfection, Ruby, Herbert, Louon and Golden Queen**. In **BLACKBERRY**, Root Cutting, Cane or Sucker, and some Transplants, I offer **Ancient Britton, Blowers, Eldorado, Early Harvest, Early King, Lucretia Dewberry, Mercereau, Ohmer, Rathbun, Snyder, Taylor and Ward**. **STRAWBERRY PLANTS** in leading variety, including **FALL BEARERS**. **Currants, Grapes and Gooseberry** in variety. Also the **EVERBLOOMING BUTTERFLY BUSH** (a flower), one of the best selling new novelties of recent introduction. Write me now, inclosing your want list, for my special offer for fall shipments to be made prompt at the time you say. Such service should appeal to and hold your continued patronage.

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Respectfully,  
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Palms and General Decorative Plants, **INSPECT**  
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One that is both educating and interesting  
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And a general line of ORNAMENTAL TREES  
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Before placing your order for Fall 1915 or Spring 1916,  
get our prices on:—

APPLE, PLUM,

PEAR STD. and DWARF,

PEACH, CHERRY,

QUINCE, APRICOT,

ROSES, SHRUBS,

ORNAMENTAL TREES, ETC.

Large assortment of above.

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WHOLESALE OF NURSERY STOCK AND  
NURSERY SUPPLIES

A very complete Line of Fruit and Ornamental Trees,  
Shrubs, Vines, &c.

#### Specialties

CLEAN COAST GROWN SEEDLINGS  
OREGON CHAMPION GOOSEBERRIES  
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Write now.

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Largest assortment in New Eng-  
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both common and rarer varieties.

Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

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North Abington  
Mass.

#### SHRUBS

This New England soil and cli-  
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Special trade prices. By the thous-  
ands, hardy Native and Hybrid Rho-  
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mated. Send your lists, let us est.



# ORNAMENTAL STOCKS

**NURSERIES**  
**420 ACRES**

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
400 varieties of Perennials.  
800 varieties of New and Old Roses.

We Have No Agents.  
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**TRANSON BROS. & D. DAUVESSE'S NURSERIES,**  
**BARBIER & CO., Successors**

Orleans, France

1857

1915

## **BRAGG'S** **COMMON SENSE** **TREE DIGGER**



**REPAIRS**  
Always on hand.  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty  
to Forty Thousand trees per day, and  
only needs same power as plow.

**L. G. BRAGG & CO.**  
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Manufacturers of

## **STEEL BOX STRAPPING**

FOR

## **NURSERY PURPOSES**

½-inch, ¾-inch, 1-inch and wider, cut to any length  
from 8 inches to 72 inches, at lowest possible prices  
Have, sometimes, bargain lots of steel strapping, 1-  
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QUALITY AND SERVICE

**FRUIT PLATES, BINDINGS,**  
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Plain, Painted, Wired with Tinned or Copper Wire and  
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# Harrisons' Norway Maples

## IN EXTRA-LARGE SIZES

You are thoroughly alive to the fact that Norway Maples are "head liners" among the desirable trees for street planting, for grouping in the landscape, and as single specimens.

The important point is to get *good* trees; trees that were properly spaced in the nursery rows so that the early development was not retarded, then transplanted to encourage root-growth, trained to a well-formed head, and properly cultivated so that the trees are strong and with sufficient vitality to stand the shock of transplanting.

*Trees of this character are growing in our nurseries at Berlin.* From the day the seedlings showed above ground they have received the most painstaking care; the sole aim has been to grow Norway Maples that can be planted with perfect safety and best effects in any park or cemetery, or in special landscape work. These superior trees are offered in several sizes, so that you can select just the kind of tree for your special work. At present we list the following sizes and quantities:

3,000, 6 to 8 ft., $\frac{3}{4}$ in.	11,000, $2\frac{1}{2}$ to 3 ins.
5,000, 7 to 8 ft., 1 in.	5,000, 3 to $3\frac{1}{2}$ ins.
5,000, 8 to 10 ft., 1 to $1\frac{1}{2}$ ins.	550, $3\frac{1}{2}$ to 4 ins.
27,500, 10 to 12 ft., $1\frac{1}{2}$ to $1\frac{3}{4}$ ins.	200, 4 ins.
35,000, 12 to 14 ft., $1\frac{3}{4}$ to 2 ins.	75, 5 ins.
15,000, 14 to 16 ft., 2 to $2\frac{1}{2}$ ins.	30, 6 ins.



*The Norway Maples (in the varying sizes listed) are grown in this block. Notice the space between the rows—plenty of room to develop.*

We have here at Berlin big blocks of all the desirable deciduous shade trees, shrubs and plants. Another special feature is the section given to evergreens in variety—Blue Spruce, Retinosporas, Hemlocks, White Pines.

Send us a list of your requirements—it will be a pleasure for us to submit special prices.

**Harrisons' Nurseries**  
**J.G. HARRISON & SONS** **PROPRIETORS**  
**BERLIN** **MARYLAND**





# THE NATIONAL NURSEYMAN



NOVEMBER 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of

*Peach, Gooseberries,  
Currants, Berberis,  
Spirea Van Houtte,  
Other Ornamental Shrubs,  
H. P. Roses, Etc.*

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
MONROE, MICH.

## MOUNT ARBOR NURSERIES

E. S. WELCH, Proprietor

136 Center St., :: Shenandoah, Iowa

A Complete Line of High Quality Nursery Stock for  
WHOLESALE TRADE

APPLE TREES—Over 100 Varieties.

CHERRY—Leading Sour Varieties.

BLACKBERRIES—Large stock root cutting plants.

GOOSEBERRIES, CURRANTS, RASPBERRIES,

ORNAMENTAL TREES, SHRUBS, VINES

ROSES—Immense stock of hardy kinds.

FRUIT TREE STOCKS and GRAFTS.

SEND LIST OF WANTS—

Always pleased to quote prices.

## THE JEWELL NURSERY CO.,

*Wholesale Nurserymen*

LAKE CITY, MINNESOTA

Established 1868

1500 Acres

**“PLUM SPECIALISTS”**

450,000 Hansen Hybrids, Compass  
Cherry and Hardy Plums for  
1915-16 delivery

## FALL BUSINESS: RE:

You want prompt Shipments.

You want to buy where you can get  
a complete line.

We can serve you right.

Let us have your want list.

**TOP NOTCH BERBERRY THUNBERGII**

The best ever. At Popular Prices.

Are you getting our Bulletins, quoting a  
long list of Stock?

**C. R. BURR & CO.,**  
MANCHESTER, CONN.



## For Fall 1915 and Spring 1916



300,000 APPLE, 2 & 3 year, splendid trees

75,000 CHERRY, 2 year, none better

200,000 CHERRY, 1 year, fine

40,000 PEAR, 1 & 2 year

40,000 PLUM, 1 & 2 year, fine

Also large stock of ELM, NORWAY, SUGAR, SOFT MAPLE, CATALPA BUNGLI, and a general assortment of other ornamental trees, shrubs, hedge plants, perennials, small fruits, etc.

We can furnish ornamental trees in almost any size wanted.

A fine growing season, a fine lot of stock



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Marion County, - - Bridgeport, Ind.

## Now is the time to order DIRECT IMPORTATIONS

### From European Nursery Centers.

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Pear, Apple, Myrobolan, Mahaleb, Mazzard Manetti, Multiflora and Quince. Also a full line of Ornamentals for lining out. Best packing and grading. December and February shipments from **Vincent Lebretons Nurseries, Angers, France.**

#### BOSKOOP, HOLLAND NURSERY STOCK

Boxwood (bushes, pyramids, standards, ball-shape, etc.) Roses, Tree Roses, Azaleas, Magnolias, Rhododendrons, Koster Blue Spruce, Evergreens, etc. Fall or Spring shipment from **Schaum & Von Tol, Boskoop, Holland.**

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Norway and Schwedler Maples, Tilias, Oaks, Elms, Chestnuts, Planes, Thorns, etc. Straight stems, good roots, careful selection. Fall or Spring shipment from **Union Nurseries, Oudembosch, Holland.**

#### HERBACEOUS PERENNIALS

Full list of varieties, also Aquatics, Rock Plants, etc.; low prices. Fall or Spring shipments from **Royal Tottenham Nurseries, Dedemsvaart, Holland.**

#### ENGLISH STOCK

MANETTI, Gooseberries (Whinham Industry, Whitesmith, Keepsake, Crown Bob, etc.), 2 and 3 years. Fall or Spring shipment from **John Palmer & Son, Annan, Scotland.**

BAY TREES from Belgium. All sizes, hardy Lilies from Japan, all varieties.

RAFFIA, Red Star, XX Superior, Arrow and AA West Coast Brands. Bale lots or less.

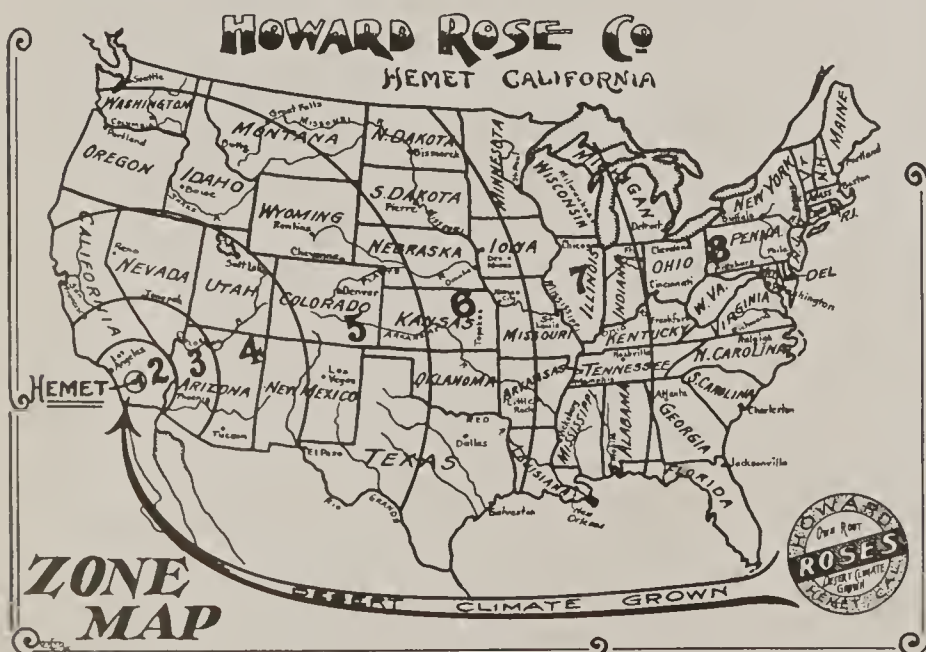
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**McHutchison & Co.,** The Import House  
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For JAN.  
FEB. and MARCH

By Express— Rate  $\frac{1}{4}$ c. per Zone number, Guaranteed not to exceed (i.e. - In 5th. Zone to our prices add  $1\frac{1}{4}$  cents) Send for our prices, on printed stationery, please. By Freight— Via. Cold Storage, Deliveries after Feb. 25, 1916, Only Hard Sorts.



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# PAINESVILLE NURSERIES

## CHESTNUTS ARE RIPE.

This is a seasonable topic. The boys with their sacks and clubs are afield, calling attention to the last, and among the most valuable, crops of the year, NUTS. The planter, with optimistic foresight, considers the fruit, the **effect** of his planting; the Nurseryman's interest centers in the **cause**, which is the planting of young trees. Now let us all get together while nuts and suggestive opportunity are ripe, and sell and plant a lot of nut trees this fall, at mutual profit. The Painesville Nurseries have always been leaders in the distribution of hardy Nut-trees, and desire a continuation of your patronage in this line.



*Pin Oak*

## THE FALL TRADE.

Our Fall trade so far, has been fine! How's yours? Congratulations.

As you have noticed, the demand is running strong to ornamentals, in all branches. Are you cleaned up on anything you still have calls for? Of course there is a limit to our capacity, but ornamental blocks the size of ours, will stand a lot of requisitions and still look good to a Nurseryman who is short. Some of our friends in the trade seem to be a little backward about placing their accustomed orders for storage; probably a case of "Safety First" during war times. The majority, however, are going to give Hard Times a run for the money. Here's for rosy prospects and good times—and our share of your business!



*American Linden*

# THE STORRS & HARRISON CO.

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

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# — W. B. COLE —

PAINESVILLE, - - - OHIO.

## SPECIAL ATTENTION

**APPLES**—Dwarf. Good Assortment.  
**PEARS**—Standard.  
**CURRANTS**—Large stock of Black Naples and Champion.  
**GRAPES**—Concord and Niagara.  
**RASPBERRIES**—Transplants and Tip plants.  
**BLACKBERRIES**—Root Cutting plants. Strong in Mersereau, Snyder and Ohmer.

### **Ornamental Trees.**

**CATALPA BUNGEI**—One, two and three year heads.  
**ELM**—American and Scotch, 1 to 3 inches caliper.  
**HORSE CHESTNUT**—All sizes.  
**MAPLE**—Sugar. Sizes from 1½ to 4 inches. Superior, straight, well furnished stock.  
**SYCAMORE**—European, 1 to 3 inches.

### **Ornamental Shrubs.**

**ALTHEAS**—Assorted, 3 to 4 feet.  
**BARBERRY**—Thunbergi. All sizes.  
**FORSYTHIA**—Suspensa.  
**PHILADELPHUS**—Assorted.  
**SNOWBERRY**—White and Red.  
**SPIRAEA**—Opulifolia Aurea and Van Houttei.  
**ROSES**—General Assortment.

### **Evergreens.**

**ARBOR VITAE**—American, 3 to 5 feet.  
**ARBOR VITAE**—Pyramidalis, 3 to 5 feet.  
**KALMIA LATIFOLIA**—18 to 24 inches.  
**RHODODENDRONS**—18 to 24 inches.

### **Hedge Plants.**

**PRIVET**—California, Ibota and Vulgaris, all sizes.  
**BARBERRY**—Thunbergi. All sizes.

### **Vines.**

**CELASTRUS SCANDENS**—Strong.  
**HONEYSUCKLE**—Hall's Japan.  
**IVY**—English, 3 to 4 feet canes.

Perennial Plants and Bulbs.

# FOREST SEEDLINGS

## Trees and Ornamental Shrubs

A complete line of Altheas, Berberry, Calycanthus, Cornus stolonifera, Deutzias Forsythias, Privets, Laurus Benzoin, Spireas, Weigelias, Maples, Chestnuts, Red Buds, Hack Berry, Persimons, Elms, Poplars, American Beech, Japan Walnuts, Butternuts, Etc.

Trade List Now Ready

Ask for same



Forest Nursery and Seed Company

McMinnville, - - - Tenn.

## We have the Largest Stock of Forest Seedlings and Shrubs



TO BE FOUND IN UNITED STATES

We offer 500,000 Berberry Thunbergii, 1 year 6 by 24 inch, Althea Rosea, Calycanthus, Spiraeas, Deutzias, Forsythias, Dogwoods, Honeysuckles, Philadelphus, Privets and large variety Shrubs, Forest Seedlings, Catalpas, Red Bud, Magnolias, Elms, Box Elder, Beech, Sycamores and a great variety of Seedlings.

We are headquarters for

### Hard Wood Cuttings

Send for Trade List



Riverview Nursery Co.  
 McMinnville, - - - Tenn.  
 [ R. F. D. No. 2

## APPLE TREES At ROCK BOTTOM

**F**ine Growth  
 Free From Disease  
 Full List of Varieties

Also our usual supply of

**CHERRY, PEACH, PLUM and  
PEAR TREES**

## Apple Seedlings

Ornamental Shrubs

Small Fruit Vines

Strawberries, Etc.



**L. R. TAYLOR & SONS**  
 Topeka, - - - Kansas.



## GET IT "Made in America":—



Home grown, acclimated stock;—the kind you can DELIVER to your customers, COLLECT for, and expect it TO GROW.

Get those ROSES, TREE HYDRANGEAS, DUTCH PIPE, AMPELOPSIS, and CLEMATIS right here at home, without the worry and uncertainty of importing from Europe, to say nothing of the advanced freight and insurance rates, and the extra expense of importing under present war conditions. These are SPECIALTIES with us, and our ability to grow, and to sell, the things formerly imported almost altogether, has resulted in the

"J. & P. Preferred Stock"

 We sell to those in THE TRADE ONLY; we don't compete with our customers.

Send us your Want List; or, better, come and see our stock.



## Jackson & Perkins Company

Newark, - New York

## Heikes—Huntsville—Trees

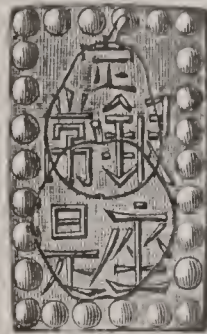
Huntsville

### Wholesale Nurseries

Huntsville, Ala.

MILTON MOSS, Prop.

We offer for Autumn of 1915  
in large quantities as usual:



### SPECIALTIES

APPLES—Commercial varieties, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, HUNTSVILLE WHOLESALE NURSERIES  
HUNTSVILLE, ALA.,

## Hill's Evergreens

You can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens;  
WE want to become better acquainted with you;  
Let's get together.

## The D. HILL Nursery Co., Inc.

Evergreen Specialists

LARGEST GROWERS IN AMERICA.

Box 401 - Dundee, Ill.

65TH YEAR

Baltimore Nurseries

## FRANKLIN DAVIS NURSERY CO.,

Baltimore, Md.



We will have an extra fine lot of stock for Fall

APPLE 1 and 2 year.

PEACH

CALIFORNIA PRIVET

ASPARAGUS

ORIENTAL PLANES—All sizes—also a fine lot of  
Planes for transplanting.

AMERICAN ELMS

HORSE CHESTNUTS

A fine lot of IMPORTED BOX

We can make special prices on Privet and Peach in carload lots.

See us at the Convention.

We will need Cherry and Pear.



## Send Us Your Want List.



## W. FROMOW & SONS

We specialize in Hardy American Rhododendrons and offer all the best varieties with brightest colors, hardiest sorts and largest trusses. They are all grown in open fields on black sand and sandy loam.

We can also offer largely Dwarf, Climbing and Standard Roses All the newest most popular varieties.

Common Beech and River's Purple grafted Beech to offer in very large quantity. Clean straight stuff and well rooted. Can quote on stock transplanted Spring 1914 or 1915.

Full particulars of the above and other stocks, nearly 300 acres in extent, contained in our wholesale catalogue free on application.

### WINDLESHAM NURSERIES

Surrey, - - - England.

## SCARFF'S NURSERY

Headquarters for  
Small Fruit Plants

1200 Acres "At it 25 Years"

Strawberries  
Raspberries  
Blackberries  
Dewberries

Currants  
Gooseberries  
Grape Vines  
Privet

Rhubarb  
Asparagus  
Horseradish  
Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

W. N. SCARFF

New Carlisle,

Ohio

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A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

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## NORTH CAROLINA PEACH SEED

The kind that  
PRODUCES RESULTS

"Safety First"—Plant Peach Seed from Lindley and have no regrets

J. VanLINDLEY NURSERY Co.  
Pomona, N. C.

For FALL 1915 and SPRING 1916.

A choice lot of Apple, Plum, Cherry, Pear, Apricot, Peach, Currants, Roses, Barberry, Thum., Cal. Privet, Hydrangea P. G., Bud Sticks and Currant Cuttings in the leading varieties. Don't place your order without getting our prices.

MANEY & SAYRE, Inc.

Wholesale Nurseries,

GENEVA - - - NEW YORK

## Charles Detriche, Senior

ANGERS, FRANCE

Grower and Exporter of Fruit-Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines, and Conifers for Nursery Planting.

For all information as to Stocks, prices, terms, etc., address

## Jackson & Perkins Co.

(SOLE AGENTS)  
NEWARK, N. Y.

The *Established 1841*  
**Gardeners' Chronicle**  
is the Leading Horticultural Journal in the World

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Wishing to do business with Europe should send for the  
"Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, 75 cents. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

Editors of the "H. A." LOWDHAM, NOTTS,  
ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Livingston Building, Rochester, New York

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## P. D. Berry, Wholesale Nurseryman, is offering for Fall trade 1915.

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc.

Quotations furnished by letter.

P. D. BERRY,

Dayton,

Ohio

## We Offer for Fall 1915 and Spring 1916

15,000 Oriental Planes from 1 1/4 to 3 inch caliper

A large stock of Sugar Maples, American Elms,

Carolina Poplars, Lombardy Poplars, Double

Flowering Japan Cherries, Weeping Japan

Cherries, Flowering Apples, Flowering Peaches

Norway Maples, 2 inch caliper and up.

Also a large and complete assortment of Ornamental Trees and Flowering Shrubs. Among our large stock of Fruit Trees we call especial attention to our surplus of:

10,000 Keiffer Pears, 2 and 3 years

20,000 Stayman's Winesap Apples, 11-16 in. and up

10,000 Downing Gooseberries, 2 years. No. 1

200,000 Apples, 2 year buds, fine

## Hoopes, Bro. & Thomas Company

Maple Avenue Nurseries

PHILADELPHIA OFFICE:  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.  
Established 1853

## SEEDLING EVERGREENS

BY THE MILLIONS

Arbor Vitae	Jack Pine
Austrian Pine	Norway Spruce
Black Hill Spruce	Pinus Ponderosa
Colo. Blue Spruce	Pitch Pine
Concolor	Red Spruce
Douglas Spruce	Scotch Pine
Engelmanii Spruce	White Pine
European Larch	White Spruce

All sizes. Ask for prices.

SPECIAL QUOTATIONS ON LARGE ORDERS

Also the following APPLES in 1-2 in., 5-8 in. and 11-16 in. sizes at special prices:

Ben Davis, Duchess, Florence, Gano, Hibernial, Iowa Beauty, N. W. Greening, Okabena, Patten's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Soulard, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

## SHERMAN NURSERY COMPANY

CHARLES CITY, IOWA

**BEFORE BUYING GET THE**

**1915**

**Trade Prices on Griffing's Better Kinds of TREES**

The Quality of Stock, Neatness of Packages, Prompt, Careful Service will Please You.

PECANS, Budded or Grafted Trees.  
PLUMS on plum roots.  
PERSIMMONS, Japanese  
FIGS, leading varieties.  
SCUPPERNONG, JAMES and other grapes.  
MULBERRIES, free from blight and nematode.  
CAMPBOR TREES, small and specimens.  
CONIFEROUS and BROAD LEAVED Evergreens.  
AMOUR RIVER PRIVET and other hedge  
PALMS and Tropical Plants both small and specimens  
SATSUMA and other oranges and Citrus Trees.

### GRIFFING BROTHERS

MACCLENLY, FLORIDA PORT ARTHUR, TEXAS.  
JACKSONVILLE, FLORIDA. GRAND BAY, ALABAMA.



## Shrubs.

The growing season with us this year has been wonderful. Plenty of rain and heat, and this, with the necessary cultivation, has produced for us an exceptionally fine lot of shrubs. We offer in large quantities:—

Spiraea Anthony Waterer	Highbush Cranberry
Persian Lilac	Snowball, Common & Jap.
Spiraea Van Houttei	Mock Orange
Kerria, double	Bush Honeysuckle

Also many other trees and shrubs

## **Japanese Maples.**

We call special attention to our Japanese Maples. We have them in a fine assortment of varieties and sizes. Some extra fine, large specimens.

Send for our Wholesale Trade List

**Thomas Meehan & Sons,**  
Wholesale Nurserymen,  
**Dresher, Penna.**

## **We Are Prepared To Supply The Trade.**

ROSES, FIELD-GROWN. Own roots and budded.  
ABELIA GRANDIFLORA. Transplanted, field-grown.  
BERBERIS JAPONICA.  
AZALEA INDICA. (Home-grown).  
GARDENIAS.  
ENGLISH LAUREL.  
MAGNOLIA GRANDIFLORA.  
MAGNOLIA FUSCATA.  
OLEA FRAGRANS.  
CAMPHOR. (Pot-grown).  
LIGUSTRUM JAPONICUM.  
LUCIDUM, NEPALENSE, and other good varieties, fine bushy plants.  
SATSUMA ORANGE. Field-grown, budded on Citrus Trifoliata.  
BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
BIOTA AUREA CONSPICUA.  
RETINOSPORA. In variety.  
JUNIPERUS. In variety.  
WISTARIAS. Grafted, best sorts.  
APPLES.  
JAPANESE PERSIMMONS.  
ENGLISH WALNUTS.  
MULBERRIES.  
SPIRAEA THUNBERGII. A beautiful lot of stocky plants.  
A fine stock of Hackberries, Koelreuteria, Tulip Poplar, Magnolia Purpurea, Texas Umbrella, Double-flowering Peaches, Sycamore and Elms.  
Send us a list of your wants and let us give you quotations.

**P. J. BERCKMANS CO., Incorporated**  
FRUITLAND NURSERIES      AUGUSTA, GEORGIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES      SHRUBS  
BERRIES      CLEMATIS  
EVERGREENS      PEONIES      PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete lists and carload lots.

**W. & T. SMITH COMPANY**  
GENEVA, N. Y.

63 Years

700 Acres

## **St. Regis Nursery**

F. A. TOMKINSON, Prop.

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Both Phones.

## **Wholesale and Retail**

ST. REGIS, MILLER, KING AND  
WELSH RASPBERRIES. SUPERB,  
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STRAWBERRIES. WARD, MES-  
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HIMALAYA BLACKBERRY. LU-  
CRETIA DEWBERRIES. HOUGHTON  
GOOSEBERRY.

**Car lots a specialty.**

**Prices right.**

**Let me know your wants.**



## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

## A Stupendous Quality Inducement

To the trade accepting fall shipments, a very generous discount off of my fall price list will be quoted. And further remember,

**WHEN YOU WANT PLANTS AS GOOD AS HATHAWAY'S**

**You Should Buy of Hathaway—**

For you could not buy better, even though you paid more. I am offering in three grades or more of crop, put up in attractive bundles, the finest lot of quality plants I have ever grown. I offer in **RASPBERRY**, Tip, Cane or Transplants, in black, purple, red and yellow, The Greggs, Cumberland, Kansas, Plum Farmer, Columbian, Cardinal, Haymaker, Royal Purple (the best shipper of all purples) and Shaffer's Colossal, St. Regis (everbearing red), Cuthbert, Eaton, Early King, Marlboro, Miller Perfection, Ruby, Herbert, Louisa and Golden Queen. In **BLACKBERRY**, Root Cutting, Cane or Sucker, and some Transplants, I offer Ancient Britton, Blowers, Eldorado, Early Harvest, Early King, Lucretia Dewberry, Mercereau, Ohmer, Rathbun, Snyder, Taylor and Ward. **STRAWBERRY PLANTS** in leading variety, including **FALL BEARERS**. Currants, Grapes and Gooseberry in variety. Also the **EVERBLOOMING BUTTERFLY BUSH** (a flower), one of the best selling new novelties of recent introduction. Write me now, inclosing your want list, for my special offer for fall shipments to be made prompt at the time you say. Such service should appeal to and hold your continued patronage.

Yours Truly,

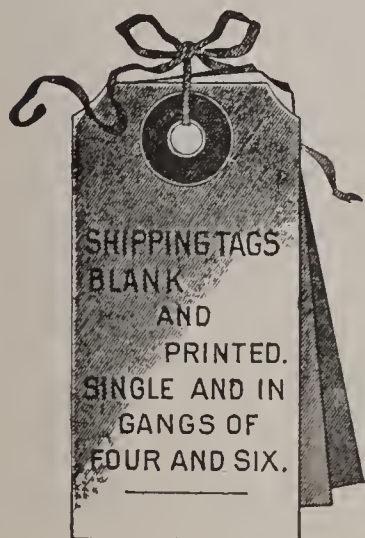
A. A. of N. **Wick Hathaway,**  
Permanent Badge **Madison, Ohio.**  
No. 157.



Have you seen and examined the quality and finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

**The Denney Tag Co.**  
West Chester, Pennsylvania



## BUDS and BUDDING SUPPLIES

We Mailed our JUNE LIST of Buds, for Nurserymen's use the latter part of June. This list will show a complete line of Budder's Supplies—Raffia, Budding Knives, Tree Counters, &c.

If you did not receive it ask for copy.

**CHASE NURSERY CO.**  
Chase, Alabama



## GET YOUR SAMPLE.

*We want every user of Seedlings to see the grades we are sending out. Our Apple Seedlings are especially fine this season. Let us know about what grade you use or may use and we will send you a sample prepaid. There are different grades of Apple Seedlings. We want you to use ours.*

*We can furnish all the different grades in both straight and branched roots. We have no stocks grown on contract for us—we grow and grade all the Apple Seedlings we send out and guarantee a satisfactory grade—we also guarantee safe delivery at your station. Get our special price on large orders.*



*F. W. Watson & Co.,*

*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

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## THE ARNOLD ARBORETUM, HARVARD UNIVERSITY.

*By John Dunbar, Assistant Supt. of Parks, Rochester, N. Y.*

THE Arnold Arboretum has achieved a splendid reputation throughout the world wherever hardy ornamental trees and shrubs are appreciated. As a vast aggregation of the hardy trees, shrubs, and vines of the North Temperate Zone, planted in a general

rangements with the President and Fellows of Harvard College to establish an arboretum on its present site.

In 1882 a contract was entered into between the City of Boston and Harvard College whereby the city agreed to add certain adjoining lands to the arboretum, to build



*Partial view of the Kalmias in bloom in the Arnold Arboretum, Jamaica Plains, Mass.*

way according to family affiliations, and yet in such a manner so that they show naturalistic effects, and each individual allowed sufficient room to develop natural characteristics, it has no parallel in the world.

Through a bequest left in 1872 by the late James Arnold, of New Bedford for the purpose of establishing an arboretum, the trustees of the Arnold estate made ar-

and maintain suitable buildings, roadways, walks, retaining walls, etc., under the direction of the Boston Park Commission, to police the grounds, assume all taxes which might be levied on the property throughout the nine hundred and ninety-nine years of its leased existence. On the other hand the University agreed to build up and maintain the collections, and use all neces-



sary diligence to procure the hardy trees and shrubs of the world to be tested under the best cultural skill, and studied scientifically, and keep the arboretum open to the public every day of the year from sunrise to sunset. On such a basis its permanency is guaranteed for all time as a thoroughly educational institution. Under the splendid leadership of Dr. C. S. Sargent, who has been its guiding spirit since 1872, the arboretum has surely surpassed the largest visions of its promoters, and has become a world-wide influence in dendrology, arboriculture, and ornamental horticulture.

Dr. Sargent has been most fortunate in having with him throughout his many years of directing energy, splendid co-workers in C. E. Faxon, the unexcelled botanical draughtsman, a keen botanist and naturalist whose skill as an illustrator, is shown in the illustrations of the scientific works of the Arnold Arboretum edited by Dr. Sargent; and in Jackson Dawson whose skill as a propagator has been unequalled on this continent, and although Mr. Dawson is well advanced in years, he is still young in spirit, and his hand has not lost its cunning in the propagation of trees and shrubs that require particularly skillful manipulation.

The Arboretum at the present time occupies two hundred and twenty acres. Its configuration is extremely interesting, with valleys and rolling hills, augmented with fine natural woodlands, meadows, ponds and streams, throughout which convenient roadways and walks have been skillfully planned. In connection with these natural plantations the numerous genera of the hardy trees and shrubs of the North Temperate Zone are planted in related groups, and numerous mowed grass paths lead to and through all these tree families, and every facility is given for their study, as every plant is plainly labeled. A special collection of hardy shrubs near one of the entrances where each genus is planted together with sufficient space for each individual to show its characteristics, and all arranged in gently curving lines with grass paths between, is a most enticing place for nurserymen. At one side of this arrangement is a high wire trellis where all of the different wild grape vines of North America and Asia are planted. This gives a plain demonstration of the usefulness and beauty of the different species of grape vines for covering pergolas, arbors, walls, etc.

While every portion of the Arboretum teems with educational interest, the writer has great admiration for the roadway and valley skirted on one side by the Bussey Brook and the Conifer collection, and on the other side by the magnificent hemlock woods and Rhododendron and Kalmia collections. (The illustration shows the Kalmias).

The influence of the Arnold Arboretum in disseminating a fondness for the cultivation of hardy trees and shrubs, with an appreciation of the natural beauties and characteristics of foliage, flowers, fruits, and habits incident to the same, has had a very powerful and far reaching effect in North America and Europe, and I suppose today there are many American nurserymen that have a very imperfect understanding of the influence that the Arnold Arboretum has wielded for good on American nursery interests.

To illustrate this point: perhaps there are not many American nurserymen aware that between thirty and

thirty-five years since the Arnold Arboretum introduced *Berberis Thunbergii* from Japan and sent it into cultivation. Untold millions of this shrub have been sold in American nurseries since that time, and I suppose that it is one of the most profitable shrubs that nurserymen handle. *Berberis Sieboldii* is another beautiful barberry introduced by the Arboretum many years since although not so well known as the former.

Four of the most beautiful species of lilacs that have been cultivated in American gardens, for a good many years, were introduced by the Arboretum. Namely: *Syringa villosa*, *S. pubescens*, *S. Japonica*, and *S. Pekinensis*.

The beautiful flowering cherry, *Prunus Sargentii*, was introduced by Dr. Sargent from Japan in 1892, and this is destined to be one of the most useful of flowering trees introduced to this country from Japan, as it gives promise of being serviceable as a street tree, and the most virile stock for grafting the numerous showy varieties of Japanese cherries on to. *Prunus triloba* with its wealth of double pink flowers, which is now quite frequently seen in gardens, was introduced by the Arboretum.

The beautiful *Rhododendron Kaempferi* with its lovely salmon red flowers at the end of May is one of the gems of its genus, and was introduced by Dr. Sargent from Japan twenty years since, and there are nurserymen today striving with "might and main" to get all of the stock they can of it. The writer saw an immense stock of it a few weeks since in the nurseries of R. and J. Farquhar & Co., Dedham, Mass.

Amongst the crab-apples, *Malus Sargentii*, *M. Zumi*, *M. toringo*, *M. glaucescens* and *M. angustifolia* are remarkably beautiful objects, introduced a good many years since into American gardens by the Arboretum.

There are no more beautiful bush honeysuckles in cultivation than *Lonicera Morrowii* and *L. Maackii*, and the latter is certainly a cynosure among ornamental shrubs, and both have been introduced by the Arboretum.

We must not omit to mention the extraordinary wealth in North American hawthorns discovered and introduced by Dr. Sargent during the past eighteen years. About one thousand species of hawthorns have been described in the regions lying between Quebec and Texas, and it has been demonstrated that all of these come absolutely true from seed, which is a remarkable revelation. For hardihood, beauty of flowers in spring, and showy fruit in fall, the American hawthorns far surpass any members of the same genus from any other parts of the world.

There are many other beautiful trees and shrubs that have been introduced to American gardens many years since by the Arnold Arboretum, all of splendid merit, that would occupy too much space to be mentioned here.

What may be termed an epochal event in the history of the Arboretum was the arrangement entered into by Dr. Sargent with the distinguished Chinese botanist and traveler, E. H. Wilson, in the fall of 1906, to undertake an expedition into the hinterland of Western China in quest of new trees and shrubs. (Mr. Wilson had previously been in two expeditions in Western China for a British nursery firm.) Mr. Wilson made two expeditions into China with phenomenal success, and introduced a wealth of new plant life that was most surprising.

A book in six parts forming two volumes under the



name of "Plantae Wilsonianae," published by the Arboretum and edited by Dr. Sargent is devoted entirely to the trees and shrubs discovered by Mr. Wilson in his travels in China. Some ideas may be formed of Mr. Wilson's discoveries when in the first volume of this book there are two new genera, two hundred and twenty-five new species, and one hundred and sixty-two new varieties of trees and shrubs. A large number of the species of trees and shrubs collected by Mr. Wilson were previously known to science; that is in herbarium collections, but in many instances had not been introduced to cultivation, and these of course are likewise included in "Plantae Wilsonianae." The second volume of this work is not yet completed.

It is true that a number of the trees, shrubs, and vines discovered by Mr. Wilson will not be quite hardy in New England, but all of his material is certainly adapted to different parts of the United States. A large number of his introductions however appear to be hardy and give much promise. Many species of Cotoneaster and Berberis are remarkably beautiful as they are seen growing in the Arboretum. In genera such as Malus, Pyrus, Rosa, Rhododendron, Evodea, Rhamnus, Prunus, Spiraea, Indigofera, Deutzia, Philadelphus, Syringa, Populus, Salix, and others, there are numerous species introduced by Mr. Wilson that are certainly destined to ornament

the gardens and parks of this country, and many of them are features now.

One of the most important educational influences exerted by the Arboretum was to show the inestimable value of American trees and shrubs for American gardens and parks. Strange as it may seem twenty-five to thirty-five years since, American oaks, maples, ashes, hickories, basswoods, birches, dogwoods, Viburnums, hawthorns, cherries, Pavia, and many other trees and shrubs that adorn the woods of the North-eastern United States,—and there is no more beautiful tree and shrub life anywhere,—could hardly be procured in any American nursery, or if any, only in the most limited quantities. Today they are grown in tens of thousands. Perhaps one of the most powerful agencies in this direction was the "Garden and Forest" during the ten years of its life, of which Dr. Sargent was the editor-in-chief.

The Bulletins of Popular Information published by Dr. Sargent, at irregular intervals, give terse and concise information about the ornamental features of the trees and shrubs of the Arboretum, in habit, foliage, flowers and fruit. This bulletin is now having a wide circulation, and it was an excellent idea of Dr. Sargent to disseminate the accumulated experimental facts of the Arboretum in this way.



*Apple Seedlings, August 5, 1915, Washington Nursery Co., Toppenish, Wash.*

Mr. F. A. Wiggins, Vice President and sales manager of the Washington Nursery Co., Toppenish, Washington, writes:—"Our own business this year shows a comfortable gain over last season, and while we are expecting no big commercial plantings, we are covering our usual wide range of territory through our salesmen, who are booking the usual "home order." There is a steadily growing interest in ornamental stock and in landscape planting. It will pay the nurseryman to dwell strongly on this phase of the business. A few

good examples of moderate cost landscape work will in every community, large or small, be a stimulus to every one in the neighborhood, and we find that most home owners are perfectly willing to spend money along this line with fair liberality, provided they feel they are working along definite lines.

Taking it as a whole we are looking forward hopefully to better conditions in the nursery business, and are sure the period through which we have been passing will be beneficial to all parties concerned.



# PRICES.

By Miss E. B. Drake

EVERY spring the nurserymen of America hold a sort of Regatta, on the River of Trade. Instead of boats, slim neat, built on yacht lines, stript for action, with perfect team-work between captain and crews, a sure knowledge of cross currents and an eye fixed on the goal; the boats are clumsy craft, loaded to the gunwales, out of ballast, and the steersmen are confused, panicky and ignorant of their course. Every little pennant has a meaning of its own "Low Prices, Special Prices, Write US for Prices. We will meet all comers, Any old Price." The marvel is that there has not been an Eastland disaster.

We think and work and sell in terms of PRICES, that is the magic word with which we plead for attention, with which we seek to conjure orders. It is our whole dictionary, vocabulary, repertory. Price is of course important, it is the consideration, but the more it varies, the more we cut it down, the more we take off,—the more indifferent our trade becomes, it is like woman, compared to a shadow, "When you pursue, she leaves; when you leave, she pursues."

In handling perishables, and especially in this business of growing trees, the old law of supply and demand is inadequate. Overproduction is the lack of proportion or balance between the growing department and selling equipment. In the old sense, you cannot compute the supply and demand of nursery stock, because all sides of the equation are unknown quantities. We have absolutely no data on supply, and as someone said at the national convention, the Demand is a field that has not been even scratched. We scatter our price lists and catalogs in all directions, forgetting we have not the assortments needed in York State or New England, that we know nothing of their peculiar demands and conditions and hence we waste our ammunition as we cannot impress attention. Salaried agents, for \$100 to \$125 go out as salesmen, without a fragment of knowledge of the trees or varieties they are selling, how to fill gaps in an orchard's succession of ripening, or to advise remedies when there is trouble. They are merely hot air jammers, that is the quality of their salesmanship.

And all the time we have right at our doors, a field that comprises I would say 80 per cent. of the farm-steads and homes, where choice fruits are earnestly desired, and where the intention to buy and plant is the very best, but the act of buying postponed from year to year. The demand is exactly what we make it, but the trouble has been that we have failed to increase our selling equipment in proportion as we have increased our growing department, and when the demand is not sufficient to take up present stocks, it is because we have failed to bring the man and the order together, at the right moment.

To make the nursery business stable, the *price* should be figured to cover

*The cost of production*

*The cost of selling*

*And a fair profit*

But how to figure the cost of production? You have

heard it said that June Buds could be grown and dug for \$10 per M. Like the Scotchman, I have "me doots" but grant the estimate. Now, when your wife comes to you with a serious face and says "My dear, you know I occupy a prominent place in the social life of this town, and you know too in the past year, how much I have been asked out. I must pay off these obligations and so I've decided to give a big party Thursday week and invite everybody." And when you begin to talk about hard times, she will reply, "Why I can do the whole thing for \$25. I'll ask the Brown girls to help receive and Mrs. Jones and Mrs. Smith to help serve. I need some salad forks, but I can borrow a couple of dozen from Mrs. Green. And so, when you come to think of it, my dear, \$25.00 is a very small price to pay for the position I know that you are proud and glad for your wife to occupy, etc."

And, gentlemen, every one of you will smile in a superior sort of way and say "Now, isn't that just like a woman? She thinks she can pool all her social debts for the year and I can get off on \$25. She forgets this new house she made me buy, those new dresses she ordered, that big rug she selected for her Christmas present,—all those things I have had to supply in connection with and to make possible these parties and the social position to which she aspires."

And just so, gentlemen with the June Buds. Granting that you can grow and dig and store them in your healing grounds or packing house, for ten dollars, as figured by the tangible proof of your check stubs and expense account, but what about those intangible items, the use of your land, depreciation of tools, the plowing and cultivating those old mules gave them, the new tools that seemed just to suit the work and which you buy every year, then the handling and rehandling in the packing house, the packing, hauling and perhaps some freight.

Are we to present our trade with the use of our whole equipment, are we to derive no interest or income from our investment? To get within the neighborhood of the Cost of Production of any line of nursery stock, we had better refresh our memories on the old multiplication table of two, and double our tangible or known figures, on every line.

Then comes the cost of selling. You can't hold efficient office work down to less than 15 per cent. of sales can you? On top of this add special advertising, special trips, discounts, etc. How far are we falling short every year on our June Bud crop and what is paying the deficit?

Not apples, surely. This line is too much abused to call for further discussion. But observe this one vagary in our price schedules. Dealers are asked 6, 8, and 10c for apple trees, which you all admit cost more per tree to produce, in the South, than any other kind of tree, and yet pears, plums, cherries, shrubs that were never budded or grafted but grown from cuttings, are sold at 12 and 15c. The dealer will use more apple than all these other items combined. Why not move up the price of the apple and perhaps take a little off (but please make it very little) these other items, to save our face and the dealer's feelings?

Every spring, you hear something like this. Visitors come in, look around "Well, what do you know? Etc., etc. "Well, the word this spring is that "peach" is



mighty good property." Later on, you all go to the Convention and there it is decided that 9-16 peach should not be sold for less than 6c. come home feeling good and sit up with your dormants. Send out some price lists, quote on a few want lists. (Which reminds us that we have heard good nurserymen say nobody was expected to adhere to printed prices.) Query, why print them then? Why show your hand, if as one man said you have not the "pernacity" to abide by the showing. But time passes with the dormant peach, fall and winter comes on and there is still a lot unsold. Like Kitchener's army that was to move in May, it is then there comes creeping over the anatomy of the man with his "Tra-la—flowers that bloom in the spring song,"—that curious disease known as "cold feet." I would not attempt to outline the pathology of this disease, which is subtly in-

The grade, quality, integrity of all nursery stock nowadays must conform to a certain fixed standard. If the tree has been standardized, then the price also should be standardized and fixed above the fluctuations of crop conditions or supply and demand, and price and tree should be in permanent co-ordination. But the nursery trade is so tied and bound with the chain of its own infirmities, no one man can of himself help himself, and as we see it, absolutely the only hope, the only solution (and we would as well face it) lies in organized co-operation. Merge your national association into a sort of Board of Trade, such as I believe the English have. Membership in it to be elective and the high sign of standing and reliability. To the Executive Committee, let annual, confidential and sworn reports be made by each member, setting forth the inventory of trees on



*French Pear and yearling Pear Buds, August 5, 1915, Washington Nursery Co., Toppenish, Wash.*

fectious and virulently contagious. It spreads over the whole system, causes an uneasy palpitation of the hopes of the heart, disturbs digestion of facts, ways and means, and when finally somebody cuts the guy ropes that had been holding down the huge peach surplus, the crisis comes in the illness of our friend of the spring fantasy, (who it would appear, while he claimed no "yellows" in his peach, was pretty well streaked with it himself)—and he bursts forth into a brain storm

"Whoa, she's gone. Peach is on the toboggan, she's running away. And I've got so many nice, clean, smooth, pretty peach trees, and they aren't worth a cent to me standing in the nursery row and I do owe so much money. O Lord, what have I done to bring this evil on me, it isn't my fault, how long will my enemies encompass me." It is the nurseryman's Jeremiad, sung each spring to varying tunes.

hand, those sold the previous season, the cost of same and the price obtained for them, in short, figures from which a comprehensive report can be compiled, showing the exact supply, the general trend of the demand and associated business conditions. What we need in the association, we think, more than we ought to be needing a lawyer, is a sort of nurseryman's actuary, a traveling auditor, who can come into our offices, take our books, pick up a bunch of figures and drum into our dull heads exactly what they mean.

On the reports to the Board, the man who overstates or falsifies, should be expelled. After the general report has been submitted to the session, a majority vote should then give expression to what it believes to be a minimum scale of prices, for a given period in each section. The firm violating this expression of opinion and intention should be expelled, and there should be no com-



merce with them, either buying or selling. You need not call this a boycott, "a rose by any other name would smell as sweet." But as a matter of fact if ostracism attends the man who sins against society, why should not it also apply to the firm that does violence to the general and accepted good of the trade.

To develop and perfect such an organization is a man-size job, but you would better be looking for such a Moses.

It can be done, and you will find that too, wholly within the present interpretation of these occasion-made laws. But it will call for a practical program and astute planning, for the pity is, there are so many of us who never know what is good for us.

We are rather proud of a story that runs like this. In the days before the war, our grandfather had a big harvest of corn in his river bottoms, when the drought had burned up all his neighbor's crops. He sold that corn for half a dollar and when some protested that others were selling for a dollar and more he said he did not believe in making a profit at the expense of his neighbors' misfortunes and he never wanted more than a fair price.

A fair price. That is exactly the ground on which the two great factions of the future, the trusts and socialism, (both of whom would eliminate competition) will meet, a fair price. We should determine on fair prices for our trees, and the competition would be in the quality of our product, our salesmanship, service to our trade,—competition would be like paprika on fried apples, it would give life and zest to our efforts.

The man who makes possible for the millions the peach, the synonym of appeal to the palate, or the apple, which is both food and medicine, which gives variety to our bill of fare, is a tonic without an acid aftermath, an alterative and a solvent, a foe to alcoholism,—surely that man should occupy an exalted place in the economy of national endeavor, and if he too, wants a place in the sun, ought to have it.

#### AMERICAN ASSOCIATION OF NURSERYMEN

*Executive Committee to Meet at Kansas City, Mo.*

President E. S. Welch, of the American Association of Nurserymen advises us they are planning to have a meeting of the Executive Committee at Kansas City, Mo., December 8th and 9th at the time of the annual meeting of the Western Association, which meets annually the second Wednesday in December.

It is expected to secure the attendance of nearly all the members of the Executive Committee and possibly the chairmen of several of the other important committees.

President Welch is anxious to have any matters of importance that may occur to the members brought to the attention of the meeting, so as to insure a free expression from members regarding their wishes in Association affairs.

The personnel of the Executive Committee consists of President, E. S. Welch, Shenandoah, Iowa, chairman; J. B. Pilkington, Portland, Oregon, one year; Lloyd C. Stark, Louisiana, Mo., one year; J. H. Dayton, Painesville, Ohio, two years; H. B. Chase, Chase, Ala., two years; J. R. Mayhew, Waxahachie, Texas, three years; Theo. Smith, Geneva, New York, three years; Vice-president, John Watson, Newark, N. Y., ex-officio.

#### PROGRAM OF WESTERN WALNUT ASSOCIATION *To be Held at The Imperial Hotel, Portland, Oregon, November 3-4, 1915.*

FIRST DAY, CALL TO ORDER AT 10 A. M.

"The Walnut Industry," Prof. C. I. Lewis, O. A. C. Discussion.

"Planting," W. W. Reburn, McMinnville. Discussion.

"Cultivation," Ferd Groner, Hillsboro. Discussion.

"Varieties," A. A. Quarnberg, Vancouver. Discussion.

EVENING, 7.45.

"Nut Food and Nut Distribution," Dr. W. C. Deming, Secretary Northern Nut Growers Association, Georgetown, Conn. Discussion.

Appointment of Nominating Committee.

SECOND DAY, CALL TO ORDER 10 A. M.

"Harvesting and Marketing," T. A. Harper, Dundee. Discussion.

"Irrigating Walnuts," F. A. Wiggins, Toppenish. Discussion.

Report of Nominating Committee—Business session.

Selecting place of next meeting.

Adjournment.

Exhibit Committee—A. A. Quarnberg, M. McDonald, Chas. Trunk, and J. C. Cooper.

#### MEETING OF THE JACKSON & PERKINS CO.

A meeting of the directors of Jackson & Perkins Company was held this week, following the return of the president, Mr. C. H. Perkins, from California. The resignation of Mr. John Watson as director and secretary, which had been tendered September 23rd, was duly accepted and regret was expressed by the other directors over the termination of his connection with the company's affairs.

Mr. Gorge C. Perkins was elected to the vacant secretaryship. He will fill both that office and the one of treasurer, which he already held, and will resume the more active participation in the management which he partly relinquished some years ago because of being, at that time, in ill health.

Mr. Charles H. Perkins, 2nd, a nephew of the president, was made a director and was also elected vice-president. He is well known to the trade, having been for a number of years the company's efficient and energetic traveling representative. During the growing season he also has a general supervision of the various nursery farms. His election as a director and officer is felt by the other directors to be a well deserved recognition of his services.

Mr. Paul Fortmiller, who has been Mr. Watson's chief assistant for the past four years, was promoted to the position of office manager and will have charge of a considerable part of the correspondence.

The outdoor organization of the company remains unchanged and Jackson & Perkins are to be particularly congratulated on having built up and maintained a crop of such loyal and efficient employees. The heads of the greenhouse department and of the shipping department have each worked for the company over twenty-five years, in fact both of them grew up with Jackson & Perkins and neither man ever worked anywhere else.



# ORNAMENTAL FRUITS AT THE ARNOLD ARBORETUM

At this season one meets in Tokyo many venders with bunches of leafless branches of a native Holly covered with small red berries, but in this country fruit-covered branches of hardy trees and shrubs are as yet little appreciated for the decoration of houses, although the branches of several of our plants are admirably suited to the purpose. The fruits of many of these retain their beauty for a long time and such decorations are much more economical than those made by the short-lived forced flowers of late autumn and early winter. The branches of the evergreen Holly of the southern states, *Ilex opaca*, however, are much used at Christmas, and occasionally branches *Ilex verticillata* can be seen here in the windows of enterprising florists.

The Holly sold in the streets of Tokyo is *Ilex serrata*, and the fruit is smaller and less bright-colored than that of the American representatives of this plant, the so-called Black Alders of New England swamps. There are two of these, *Ilex verticillata* and *I. laevigata*; the former is the more common plant, but the latter is showier as the fruit is larger and brighter-colored. These plants are easily cultivated and grow rapidly in ordinary garden soil into round-headed shrubs sometimes eight or ten feet across. There are forms of them both with yellow fruit, a yellow-fruited form of *I. laevigata* (var. *Herveyi*) having been found a few years ago near New Bedford; it is not yet in cultivation. Two Hollies from the southern states with deciduous leaves and red fruits, *Ilex decidua* and *I. monticola*, are cultivated in the Arboretum; but although their fruit is larger, they are less decorative in this climate than the native species. *Ilex opaca* ought to be more generally cultivated here as the more beautiful English Holly, *I. Aquifolium*, is not hardy in New England. The American species is especially valuable as it is the only broad-leaved evergreen tree which is hardy in this latitude. This Holly grows naturally on the coast near Quincy in this state, and then ranges southward to Texas, in some parts of the country becoming a large and common tree. There is also a form of this tree with yellow fruit. The Ink Berry (*Ilex glabra*) a black-fruited Holly, is one of the handsomest of the broad-leaved evergreen shrubs which are hardy in New England. The branches of this plant are valuable for house decoration, for the leaves do not fall and the fruit retains its color and freshness for a long time after the branches are cut.

Another good plant for house decoration is the common European Privet, *Ligustrum vulgare*, which is a perfectly hardy shrub or small tree formerly much used in this country as a hedge plant and now occasionally naturalized in the eastern states; this is one of the European plants which retains its leaves late in the autumn without change of color, and these make a handsome contrast with the terminal clusters of shining black fruits. Many species of Privet have been introduced in recent years into our gardens from eastern Asia but none of them are as desirable garden plants in this climate as this old-fashioned European shrub which might well be grown

for the value of its fruit-bearing branches in house decoration.

Nearly all the Mountain Ashes (*Sorbus*) produce handsome red or orange fruits which keep their color for a long time after the branches are cut. The species with the showiest fruit in the Arboretum is *Sorbus americana*, a common northern tree, several specimens of which can be seen on the right-hand side of the entrance to the Shrub Collection from the Forest Hills gate. These plants are now leafless, but the leaves before they dropped a few days ago had turned to bright shades of yellow and scarlet; but the fruits will remain on the branches in good condition until the flocks of northern robins arrive when they will eat every berry in preparation for their long flight southward. With these plants there is a tall specimen covered with fruit of *Sorbus matsumarana*, one of the best growing of the numerous eastern Asiatic species in the collection. Several other species, including different forms of the European Mountain Ash (*S. Aucuparia*), are cultivated in different parts of the Arboretum and are usually short-lived.

Many of the Crabapples shed their fruits early in the autumn, but those of some of the forms or hybrids of the Chinese *Malus floribunda* retain them in good condition during the winter or until they are eaten by birds. There is a group of these trees near the eastern end of the Administration Building which do not lose their fruit until spring; these are now bright orange color and, although individually very small, are so numerous that the branches are weighed down by them, the beauty of the fruit being heightened by the color of the leaves which are just beginning to turn pale yellow. Too much can not be said of the value of *Malus floribunda* as a garden plant in this climate especially those forms with persistent fruit. No other large shrub or small tree is more beautiful in spring when it is covered with flowers which, rose color in the bud, become white as they develop; the habit is good; it is perfectly hardy, and it never fails to produce a full crop of flowers and fruits. Flower-covered and fruit-covered branches are admirable house decorations.

Fruit-covered branches of the American and Japanese Bittersweets are well suited for house decoration, the orange-colored pods being now open and displaying the seeds in their scarlet pulpy coats. The leaves, which turn yellow before falling, have now disappeared; the fruit, however, will persist for some weeks longer. The American species, *Celastrus scandens*, is usually considered the handsomer of the two species, the fruit being borne in raceme-like terminal clusters and therefore not hidden by the leaves, while in the Japanese species, *C. articulatus*, the smaller fruit is borne in axillary clusters so that until the leaves have fallen it is not very conspicuous. Another species in the collection, *C. flagellaris*, from northeastern Asia where it is widely distributed, has much smaller axillary fruits and, although perfectly hardy, is comparatively of little value as an ornamental vine.



The Snowberries (*Symphoricarpos*) generally retain their fruit late in the autumn, and on many of the plants the leaves are still green and fresh, increasing the beauty of the snowy white berries. There are several species and forms in the Shrub Collection but the handsomest is the common Snowberry of all old gardens, *S. racemosus* var. *laevigatus*, a plant now becoming naturalized in New England. The type of the species is a much smaller plant with small fruits and therefore of less ornamental value.

The so-called French Mulberry, *Callicarpa Americana*, with its axillary clusters of violet-colored fruits, is one of the handsome autumn shrubs of southern woodlands. Unfortunately it is not hardy here, and the only really satisfactory species of this genus which has yet been grown in the Arboretum is the Japanese *Callicarpa*

The branches of many other trees and shrubs in the Arboretum are still covered with showy fruits and many of them have great decorative value in addition to their value as garden plants. The branches of the common Barberry, *Berberis vulgaris*, with its drooping clusters of red fruits are very ornamental in the house, as are those of its allies, *B. Canadensis*, *B. Amurensis*, and *B. Regetiana*. *Berberis Canadensis*, which is a native of the southern Appalachian Mountains and southern Missouri, is a smaller plant than the European Barberry with smaller leaves and fruit and is still rare in cultivation. It retains its leaves later in the season than most of the Barberries of this group.

Showy fruits still cover the branches of several Hawthorns (*Crataegus*), especially those of *C. nitida*, one of the most ornamental species of the entire genus, and of



*Peach Seedlings, ready for budding. August 5, 1915, Washington Nursery Co., Toppenish, Wash.*

*Japonica*. This is a smaller plant than the American species but the fruit, although smaller, is of the same color and is now conspicuous on the branches from which the leaves have mostly disappeared. There are a number of plants of this small shrub on the left hand side of Azalea Path near its entrance from the Bussey Hill Road.

The silvery white tails of the fruit of a Japanese Clematis (*C. apiifolia*), now make a brilliant show on the right hand side of the Jamaica Plain entrance where this vine has rambed over a number of large shrubs; there is a plant, too, on the trellis at the east side of the Shrub Collection. It is one of the small flowered species, the white flowers appearing after those of the native *C. Virginiana* and before those of the Japanese *C. paniculata*. It is hardy, fast-growing and blooms freely every year, and as a decorative plant its value is increased by the late persistence of the fruit, which now forms one of the handsome objects in the Arboretum.

*C. aprica*, a southern species which is perfectly hardy here. The best Hawthorn, however, for winter decoration is *Crataegus cordata*, the so-called Washington Thorn, a slender tree of the southern states which is still covered with its leaves now turning orange and scarlet and making a handsome contrast with the small bright red fruits which remain on the branches until spring without change of color.

Among the Cornels or Dogwoods the latest to hold its fruits is *Cornus racemosa*, sometimes called *C. paniculata* and *C. candidissima*, a common and widely distributed native shrub. The leaves have now fallen but the bushes are completely covered with clusters of dull white berries borne on bright red stalks. This Dogwood has been largely used in the Arboretum shrubberies where it is now one of the most conspicuous and interesting objects.—*Bulletin 35*.



# The National Nurseryman

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Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Flourtown, Pa., and should be mailed to arrive not later than the 25th of the month.

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Rochester, N. Y., November, 1915.

GET TOGETHER A study of the retail nursery business reveals one very important fact and that is the buyer and seller are not very close together.

The seller has his stock in trade consisting of the most useful and beautiful things on earth, namely, fruit trees and flowering plants.

The buyer has an ill defined desire for them, without exact knowledge of what he wants or how to get it.

It is true the nurserymen with their catalogues, such journals as the Garden Magazine, Country Life and others, are doing valiant work in trying to bridge over the gap and bring them closer together, but it is still very wide, and the nurseryman that strives hardest to demonstrate the value of his goods to the public, is the greatest benefactor.

We hear much railing against department store nursery stock, cut price sales, government free distribution and all those schemes which tend to lower prices and cheapen our goods, but there is a thought that persistently crops up. Perhaps these evil things will eventually work good.

We can hardly expect enormously increased sales at higher prices, so the future will either improve along the lines of restricted sales at higher prices or increased sales at lower prices.

Taking other trades as a guide and keeping in mind that nursery products cannot be cornered and that there are greater possibilities with Mr. Common People than with Mr. Plutoerat, it would seem that increased sales, at lower prices, would be the line of future development.

The first requirements of a sale is to gain attention and arouse interest. The man who plants government seeds, buys his nursery stock at a department store, or his peach trees below cost is hardly likely to be the customer of a nurseryman, but just as soon as he gets interested in growing things he becomes a very potential one. Few

of us are satisfied with anything less than the best when it comes to fruits, flowers and trees, and we get them, if circumstances permit.

Market swamping is always a very temporary condition. Every nurseryman knows that localities that have planted most are easier to sell to than those where little or no planting has been done. They may be more discriminating but there is always a market. This shows the most essential thing to develop a market is to get people interested in growing things. Personally, the writer in contact with the retail buyer has never found real competition in free seeds from the Government or plants given by the neighbors, and very trifling from the department stores, but has often found profound ignorance about growing plants and wrong impression as to their cost. Many people do not fix up their grounds because they imagine it would cost more than it really would.

The main point to keep in mind is anything that will arouse interest in planting will ultimately benefit the nursery business, whether it be a magazine article, a picture or a few cheap plants from the 10 cent store to get the planter started.

The final result will be in the hands of the nurseryman, and he must make a profit as well as give his customer his money's worth.

DEVELOP OUR OWN RESOURCES Wars are not desirable affairs, yet out of the terrible amount of suffering and waste they entail there is an occasional moiety of good. We notice by the daily commerce reports Russia is investigating her own deposits of phosphorite with which to manufacture fertilizer. There is nothing quite equal to suffering and hardship to develop the resources of either man or country. We all seem to be working under the same law that requires us to pay dearly for everything we get, yet how true it is we could get many things if we only had discernment enough to take them. Our fruit stock, azaleas, rhododendrons, bulbs, roses, yes and many of our own indigenous plants such as kalmia, and seeds come to us along the line of least resistance, from Europe.

It takes a war to shut off the source of supply before we begin in earnest to produce them ourselves.

THE NATIONAL ASSOCIATION The American Association of Nurserymen is the one means by which the nursery interests can be protected. It is the one mouthpiece capable of speaking with a voice that will insure attention. It is not a clique or an association representing the interests of the few, it is the National Association.

Every nurseryman in the land should be a member and so have a voice in its management. The few dollars dues he really owes the Association anyhow, as his share in fighting unjust legislation, transportation charges and the hundred and one ways in which the Association through its committees is looking after the interests of the nursery business.

On a separate page we publish a circular letter from Secretary of the Association, also the contract under



which Mr. Curtis Nye Smith, Attorney for the Association has been engaged.

It will be seen that it gives practically every member of the Association recourse to an authority on law pertaining to his own particular business, free of cost. Read Mr. Hall's letter and act upon it, by doing so you are helping yourself.

**CHANGING PLANT NAMES** We notice there is a tendency in the English Horticultural papers to advocate the changing of plant names of German origin, and doubtless the same desire exists among the Germanic people to change the names of other antagonists.

One can sympathize with the intense feeling between the belligerent nations engendered by the war, but not with such a childish way of showing spite.

Horticulture is not national, plants are named in Latin so they will be known to all men by the same name, and when it comes to variety names, by what right has any one to change them after they have once become known to the world, under a certain name? Or if right is no longer recognized where is the gain or advantage.

The only consistent thing for the foreign nurserymen to do is to stop growing and cataloging a plant originating in a country with which his own is at war, and by doing so he only hurts himself.

We hope the thought only originated in the heat of battle and that wiser second thought will prevail.

We love and appreciate Gruss an Teplitz, Frau Karl Druski and even Kaiserin Augusta Victoria in spite of their names, and it is a small mind that tries to bring horticulture down to the level of human enmities.

#### AMERICAN ASSOCIATION OF NURSERYMEN

204 Granite Building, Rochester, N. Y., October 15, 1915  
To Members of the Association, greeting:

The Executive Committee is very anxious that you should fully appreciate the value of the privileges afforded under the contract entered into with Mr. Curtis Nye Smith, as Counsel for the Association. Understand, any member may take to Counsel Smith any legal problem that comes up in his business and receive advice without money and without price.

We urge you to look through the Proceedings of the Detroit Convention; read the reports of the various committees; the matter under the head of "General Business," and the paper read by Mr. Smith, and then endeavor to estimate the worth to you of a membership in this Association.

That members may have in their possession the exact language of the contract with Mr. Smith, the same is furnished herewith.

Trusting that members will avail themselves of their privilege and write the Secretary for any further information desired, I am

Fraternally yours,

JOHN HALL, *Secretary*.

**A LAST WORD:**—My friend, tell your non-member nurseryman acquaintance what a "big" organization you belong to, point out its advantages and urge application for membership.

1. Legislative service. This includes the reporting

of Legislative bills in Congress and all the states, advice as to the law and facts in relation thereto, arguments before legislative hearings, organizing and directing this legislative service, and also of educational propaganda, the compilation of the nursery laws of the United States.

2. Counsellor's services to the Association, its officers, and committees, on any subject matter appertaining to the nursery business.

3. Free attorney service to the members of the Association on any matter relating to their business *as nurserymen*. This service is confidential and is not under the view or direction of the Association officers or committees, the object being to give the members the same confidential service that they would get from their personal attorneys but at no expense. There are two exceptions to this free attorney service—the collection of accounts, and the trial or conduct of court cases. Counsel will be very glad to do both of these things, and at a reasonable fee to be prearranged between the member and counsel. Members and their attorneys, however, are at liberty and are encouraged to consult without charge the Association's counsel on matters of possible or probable litigation, and lists of court cases on the points at issue will be furnished.

## PECAN AND OTHER "NUTS."

*Paper Read Before the Southern Nurserymen's Association, by James Brodie, Biloxi, Miss.*

**W**HEN Mr. Henry Chase, of Huntsville, Ala., asked me in language most cordial and persuasive, to visit Hendersonville, appear before the Southern Association of Nurserymen, and occupy their attention for a few minutes on—"any subject that lies nearest your heart," I nearly decided to comply with his request; but after thought, that more sane re-arranger of action, decided against it. This decision I communicated to Mr. Chase, saying I could possibly make a short written address on the pecan of interest to the members of the Association and their friends.—Mr. Chase accepted this offer, and so I feel it a great honor to occupy your valuable time for a few minutes with "Pecan Talk," a subject very near my heart.

It affords me great pleasure to inform you that we have in prospect for 1915 the record pecan nut crop of the Southern Mississippi Coast. For years we have propagated and planted selected types of the pecan tree, and now after years of toil, care, some reverses, and patient waiting, comes a convincing record for the improved type of nut. As this crop goes on the market, we place beside the nuts a record equally valuable and interesting—viz.: the conservative selection that has limited the selected types to a list easily within the grasp of an indifferent memory.

While the variable multitude of smaller seedling type nuts is likely to be in over production, the quality and higher grades of these lesser Gulf Coast seedling nuts has so favorably impressed dealers and consumers that wholesale purchasers are now making a distinguishing mark round the immediate coast area.

Some mammoth sized nuts have from time to time ap-



pealed to us for recognition, but I am glad to see that Southern nurserymen gave them no consideration. Many years of observation impresses the fact that our best nuts never exceed one inch in diameter or two in length. When the pecan nut attains or exceeds a diameter of one inch or exceeds two inches in length, the limit that insures the finest virtues of quality and perfect condition has been exceeded.

It would be possible for me to occupy your time with further opinion and suggestion on the subjects of selection, propagation, cultivation and development of the pecan tree, but such subjects are too well known, and nearer the hearts of Southern nurserymen than anything I could communicate on the subject likely to enlighten or strengthen them.

I have complied with Mr. Chase's request; I have got out the good news nearest the heart, viz: Southern Mississippi has a crop of high class selected nuts that will pay the orchardist and find a welcome from the palate, and a welcoming corner in the digestive organs of the multitude at home and abroad; a multitude that will from year to year increase and swell the demand for first class pecan nuts to unthought of proportions.

In reviewing this present and future development of the pecan, residents of a very limited area of Mississippi are justly proud. From Seranton on the East to Gulfport on the West, and within easy present day gun shot of the Gulf waters this cream of the pecan type came to us without effort or the "creative" agency of scientists.

In the improved pecan nut we have one of the grandest gifts of unassisted developing nature. If we have anyone to thank for this wonderful advance, it lies with the selective instinct of a forgotten ancestry, who brought the first pecan nuts to their retreats on the Coast; or the selective and acquisitive instinct of the gray squirrel who tasted, planted and left behind his dearest and nearest, the heart treasures, when called on to honor the stew pot of the Southern Mississippi planter.

So much for "Pecan Talk."

In sympathy with present day urgent appeals for diversity of effort, I will crave your attention to another crop in which the heart has less of the sympathetic feeling that contends in the effort to confer a benefit and promote the good will and happiness of others.

In the past it has been one of my heartfelt pleasures to know the friendship of Nurserymen in Alabama, Texas and even North Carolina. To-day I appeal to you as a sort of ostracized undesirable. I cannot sell a pecan or other tree in Virginia unless I pay a "hold up" or "black hand" license of \$20.00. This doubtfully legal method of restriction and procuring pennies to sustain your wise ones is also practiced in Alabama, Texas and possibly other States.

Our professional staff of entomologists, horticultural experts, inspectors and other interested originators or organizers of present day mildly exclusive nursery associations, horticultural societies and such, may smile me down as a back number, but this I know:—Their methods of securing pennies from outside undesirables has, and is, resulting in a deplorable feeling of resentment between nurserymen and planters in different States.

The small grower who complies with every form of required inspection cannot sell a tree in named States

without securing a license often exceeding the value of his sales.

Into Florida and Louisiana I cannot sell a citrus tree! (Gentlemen, I put an exclamatory mark behind this statement and clear the throat once or twice.)

All these inter-state differences and a lack of harmony and confidence between nurserymen, scientists and inspectors has proved an unnecessary hardship to many.

As I see it, many of the States have grown a crop of "nuts" very different from the glorious clusters of the pecan. Few of us care to investigate this crop of unpleasant conditions, but till some less irritating and orderly system of inspection and distribution can be put into practice, there is sure to remain between and among us more or less grinding of sanded teeth and impaired digestion.

## HERBACEOUS PERENNIALS

All nurseries, growing and handling ornamental stock, are drawn more or less into the handling of perennials, yet they do not fit in very well as they require so entirely different treatment and handling. A separate department to handle them is almost a necessity, and like everything else unless properly organized it is more likely to be an expense rather than a profit.

It does not do to try and take care of the herbaceous plants with the same labor used on the nursery. The plants are so entirely different in their needs and method of handling, they cannot be made to fit in successfully. The propagation, growing, storing, packing and shipping of them is a trade or profession unto itself, and to insure success should be kept as separate as possible from the tree, shrub and evergreen business. That there is a steadily increasing interest and demand for this class of plants is certain and the nursery that best fits itself to supply it will get the business.

Like every other line there is always a surplus of poor quality stock that can be purchased at any price, but the market is invariably short of good stock properly grown and handled.

Paeonies are a good example of this, unnamed or unknown varieties are plentiful and cheap but sterling, well known kinds always fetch their price and never seem in surplus. Many kinds of hardy perennials are little better than weeds unless kept up to the standard in variety and cultivation.

There is plenty of room in the trade for specialists in the different kinds of hardy perennials. The man who will take hold of lilies, hardy ferns, iris, delphiniums, phlox, paeonies or hollyhocks, grow any one of them right and become master of his specialty will get his name before the public much quicker than by pushing and handling a general line.

Rock plants is another line it would be possible to specialize upon with good prospects of developing a good trade.

To be a real success it must not be a specializing on paper only, it would be necessary to devote much brains, energy and time. To be an authority on a given subject, one has to give it much study.

As most business men know, producing the stock is only a part of the game, disposal or distribution is likely



to be the great problem and when the market is developed, getting perishable stock to it, in good condition, is quite a problem of itself.

There is fame and fortune for the man who can contrive a method, making it as easy to buy some plants for the garden as it is to buy a package of breakfast food.

In the spring one sees pansy plants, etc., at the grocery store, often looking wilted and in bad shape, due to the poor system of handling. Would it not be possible to greatly increase the demand by putting them in dozens in neat little carriers. The same with roses and other plants for which there is a lively demand.

We nurserymen are very hide bound in our methods and ideas, we are quite ready to criticize and growl if the department stores try to handle our goods, but the main question, more important thing is, are we doing our best, are we studying the buyers angle?

The general nurseryman does not have much opportunity, his line is too varied, but the specialist could, and there is a large undeveloped market for hardy perennials.

#### WHAT A NURSERYMAN SEES IN HIS TRAVELS

The fall of the year is a nice time to travel, a little warm and dusty sometimes, but there are many compensations especially through the hilly sections of the country. Here in West Virginia the fall coloring of the trees is superb, one never gets quite used to it. It bursts with new glory on the vision continually. To come on a fine specimen sour gum or red maple in its prime of fall coloring in the proper sunlight leaves its impression on the mind.

Fall coloring of the foliage is not constant, some years it is much better than others, depending upon weather conditions and in some localities it is much better than in others, possibly due to the prevalence of trees that color up more vividly than others.

West Virginia is particularly fortunate, numerous sour gums, red maples, dogwood, sumac, scarlet oaks, sweet gums, etc., give the reds and crimsons. The tulip poplar, sugar maple, silver maple, sycamore, chestnut, etc., the golds and yellows. These mingling with the evergreen of the hemlock, pines, cedars, mountain laurel and rhododendron, make a veritable fairyland. This in combination with the rocks, streams, create landscape effects that would take untold wealth and time to produce in less favored localities, yet with all this natural beauty there is no section of the country where the towns are more hideously ugly.

Judging by this part of the country, it does seem as if wherever man has settled in numbers he has made a fester spot on the face of the earth.

For planting along the streets in the towns amid all the wealth of beautiful trees, he has selected the one, the Carolina poplar, that is capable of adding to the general lack of beauty of his surroundings. Just why there should be such a lack of interest and effort it is hard to understand, unless it be as one native said, "we have only been concerned with the wealth underground and have completely ignored the surface."

It is certainly not poverty, because there are plenty of costly homes and public buildings with spacious grounds,

but upon these the landscape effects are produced mainly by planting of Carolina poplars.

Undoubtedly better things are due in the near future as there is awakened interest in fixing up. There is a tremendous work for the nurseryman with a vision, it is and will be slow work at first, but the results are sure.

It takes a nice row of pin oaks, (at this time of year especially) to demonstrate their effect on a street in comparison with poplars, American lindens and silver maples which are brown and sear, littering the ground before better trees have begun to fall, or one nicely planted yard to start the neighbors striving for better things.

#### INSPECTION POINTS FOR POSTAL SHIPMENTS OF PLANTS INCREASED

Under the postal regulations put into effect in California, some few months ago, covering the inspection of nursery stock and horticultural products generally where shipped by parcels post, there were a number of practical difficulties. The inspection required in this case was required to cover the same sort of inspection that would be necessary where such nursery stock might be shipped other than by mail, but the regulations for carrying out the inspection of mail shipments were so burdensome as to have aroused considerable opposition on the part of nurserymen and others. The small, short-distance shipments were the ones causing the trouble, as very often products shipped to a town a few miles away had to be reshipped back to the town from where they had originally started in order to find the necessary inspector. All of this took time, added largely in proportion to the cost of shipment, and often injured the stock inspected through lack of proper repacking.

The state horticultural commissioner's office, which co-operates with the United States Postoffice Department in connection with this matter, just now announces a large addition to the number of inspection points. Whereas previously only the residences of the county horticultural commissioners, of which there are forty-five, were inspection points for inspecting plants and plant products sent by parcels post, now the residences of each and every horticultural inspector, as well as the county commissioner, is included in this list, so that there are now 174 towns in California where such inspection can be made, every local inspector being separately designated. This will doubtless improve the situation considerably. —*California Fruit News*.

#### HOMES MINUS ORCHARDS AND SHRUBBERY

That there are 500,000 homes in the state of Texas, and not more than 25,000 with home orchards and shrubbery, was the statement of E. W. Kirkpatrick of McKinney, at the meeting of the Texas Nurserymen's Association.

"The National Nurseryman" office received announcement of the marriage of Miss Dessa Belle Morris to Mr. Robin Scott Hartwell, which took place on Saturday, October 2nd, at Franklin Grove, Illinois.

Mr. Hartwell is of the firm of I. L. Hartwell, of Dixon, Ill., and doubtless known to many nurserymen, who will join with us in extending hearty congratulations.





From the U.S.D. & A.

### PREVENTING DEATH OF CLEMATIS PLANTS

The sudden dying of clematis plants, especially wherever the large-flowered kinds are grown extensively in America and Europe, has been noted for many years, and the cause and methods for prevention of this disease have recently been reported in the Journal of Agricultural Research of the United States Department of Agriculture, by W. O. Gloyer of the New York Agricultural Experiment Station at Geneva, N. Y. This investigator found that the primary cause of the dying of these plants is a fungus known as *Ascochyta clematidina*. Experiments have shown that the transferring of this fungus to healthy plants causes them to take the disease.

The disease shows itself differently on various species. On hybrids grown in the field it is a stem-rot, while in the greenhouse where cuttings are propagated, it is a leaf-spot as well as a stem-rot. On the *Clematis paniculata* the disease takes both forms.

The following methods for controlling this fungus are recommended:

There is less disease when the hybrids are supported while growing than when they are permitted to trail on the ground. In the case of the *Clematis paniculata*, however, the selling price of this variety does not warrant incurring the expense of supports. The author in this case advises transplanting the plants from the beds to the open field after the first year, and placing them far enough apart to prevent matting, which is always a condition favorable to the disease. The following spray applied lightly controls the disease on *Clematis paniculata* growing in the beds and on cuttings in the greenhouse: One pound of laundry soap and 6 pounds of sulphur to 15 gallons of water. The disease can be controlled on the hybrids in the forcing frames or in the greenhouse by the use of sprays. In all cases it is best to remove the diseased leaves and dead vines, before spraying. It is particularly important to clear out such leaves and vines, especially if the plant is wintering outdoors, as the fungus is able to survive cold weather. This indicates also that the same beds should not be used for clematis during successive years.

The retail purchaser of clematis can prevent the dying of plants by taking proper simple precautions. The plants should be placed in good soil, well drained and on a sunny exposure. As soon as the new shoots have formed the old vine tissue should be carefully cut away close to the new shoots, removing all traces of the brown, discolored wood in which the fungus is to be found. Proper ventilation is obtained by training the plants to a strong trellis.

It is gratifying to note that according to the reports from the United States Department of Agriculture, Bureau of Animal Industry, that the quarantines for the Foot and Mouth Disease are gradually being lifted and it looks very much as if the disease will be stamped out

and all the states will be free in the near future. This news will be almost as gratifying to the nurserymen as to the cattlemen as so much straw and such material which comes under the quarantine is used in packing and while the quarantine was in order nurserymen were put to considerable difficulty in procuring the right kind of materials with which to pack their goods.

### BUSINESS TROUBLES

The Franklin Davis Nursery Company, Baltimore, Maryland, has been adjudicated a bankrupt with its consent. Bond for \$7,500 was given by the receiver, who will continue the business and act until a trustee is selected.

William F. Stone has been appointed receiver. The petition to have the company adjudicated a bankrupt was filed by the following creditors: Samuel A. Burk and Joseph E. White, both of Mitchellville, Prince George's county, Md., and both employees of the company, \$963.14 and \$7,352.21, and estate of Rufus Woods, for rent, \$676.50.

The answer of the company admitting its inability to pay its debts and consenting to be adjudicated a bankrupt was signed by Joseph Davis, president.

A petition for the appointment of a receiver was filed by the Western National Bank, to which the company owes about \$30,000. It stated that among the assets of the company were orders aggregating \$12,000 and others were coming in.

Baltimore, October 21st, 1915.

National Nurseryman.

Livingston Bldg., Rochester, N. Y.

Dear Sirs:—

We wish to inform our friends and patrons through your columns that our Company has found it necessary to go into the hands of a receiver for a short period in order to protect our interests as well as the interest of our creditors. If we can get permission from the Court to allow the business to be continued, and we are sure we can, it will pay dollar for dollar and have a business left. Arrangements are about completed for enough cash to get out our fall sales. All orders received will be filled as usual and with promptness and we want your co-operation.

We regret this and especially after a career of more than 65 years. We believe that we have had the confidence of the nursery trade and shall hope to continue to have it.

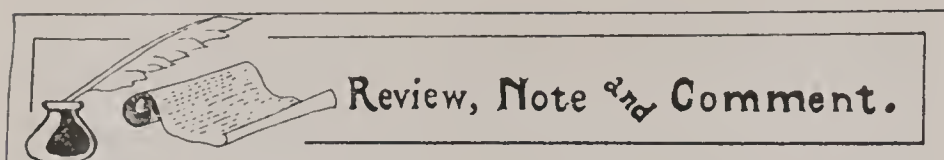
We will need some little stock this fall and of course, the payment of all such orders will be guaranteed by the receiver. General conditions all over the country, low prices caused by overproductions are the only reasons we can give for our condition.

Very respectfully,

FRANKLIN DAVIS NURSERY CO.,

Joseph Davis, President.





F. A. Wiggins, Vice President and sales manager of the Washington Nursery Co., Toppenish, Wash., writes:

There is a growing feeling among coast nurserymen that the American nurserymen must get out from the continued purchase of European grown nursery stock. Loss and shrinkage is always so heavy that we can well afford to pay, if necessary, considerably more for American grown stock. We cover a sufficiently wide range of climatic and soil conditions in the United States so that we can propagate everything which the nurseryman needs. The central states and Pacific states excel particularly in seedlings, besides almost everything in the line of ornamental propagating stock, and the same we think is true of the eastern part of our country. In other words: by encouraging the development of the industry in the various localities where nurserymen excel in the propagation of any particular item we can shortly make ourselves independent of European growers.

This question was discussed freely at every session of the joint convention of the Pacific Coast and California Associations at San Francisco in August, and was in fact one of the most lively discussions on the program. The consensus of opinion among all nurserymen present was that the time had come to stand together as American nurserymen and help develop that phase of the industry.

Reasoner Bros., Oneco, Florida, are sending out a very beautiful catalogue. A glance through it makes the nurseryman realize what an extensive country the United States is and what a tremendous variety of plants can be grown in the various sections.

On the outside of the front cover there is a very good illustration in colors of the new grapefruit Foster. This variety is claimed to be the finest and only grapefruit with the rose-pink tinted flesh. The origin is a true sport, a single branch on a large Walters tree, discovered by Mr. R. B. Foster, at the Atwood grapefruit grove. Mr. Foster budded several trees from this sport some years ago and has fruited it out several seasons.

The back cover contains three illustrations in color. Common Guavas, Ruby Orange and Seedling Mangos, giving the catalogue a very tropical effect.

Texas is a big state and the people in it have big ideas. Walter G. Verhalen, son of George F. Verhalen, Scottsville, Texas, called at "The National Nurseryman" office looking for information pertaining to the rose market.

What is the total amount of imports of roses into the United States from European sources?

What quantities of field-grown roses are used for pot forcing by eastern florists and the standard varieties used for that purpose.

Is the forcing of the Wichuraiana roses for Easter in lieu of Azaleas taking place to any great extent?

Mr. Verhalen grows roses almost exclusively on own root and has the climate and peculiar local conditions that produce plants suitable for forcing, ripening the wood to the very tip. Although a comparatively young

business, their output is a quarter of a million this year, with unlimited capacity for increase and they are looking for customers with a capacity to absorb carload lots.

At the Texas Nurserymen's meeting, J. R. Mayhew, of Sherman, executive committeeman from the southwest of the National Nurserymen's association, spoke on the relation of the state associations and the individual nurseryman to the national organization. Mr. Mayhew stressed the need of co-operation among the nurserymen of the nation, and urged every member of the Texas association to join the national organization and attend the Convention in Milwaukee next June.

It will be gratifying to nurserymen when the rules concerning the shipment of stock by parcel post are past the transition stage. Just at present it is very difficult to know exactly where we stand. According to the ruling of the attorney general of the State of Washington the law requiring inspection of plants shipped by mail is unconstitutional. Possibly if we possess ourselves with patience a little longer the matter will settle itself and we shall be able to ship nursery stock within the United States without being hampered by a lot of foolish rules and regulations.

We note with regret "The Fruit Grower and Farmer" published at Grimsby, Ontario, Canada, will suspend publication until the close of the war. One of the main causes given was—the cessation of business by the German Potash Syndicate and the reduction of advertising by the fertilizer companies.

A letter from the Aurora Nurseries, Aurora, Illinois, advises us that they have had an exceptionally good growing year, with the result that ornamental shrubbery has made better growth than any previous year.

#### "NIPPING TROUBLE IN THE BUD"

In your Journal, Vol. 23, No. 9, page 328, you give a very good article on "Nipping Trouble in the Bud," which interests us very much, inasmuch as we are manufacturers of Cyanide. On page 329 underneath the sketch of the gas generator arrangement the dosage is given, using Cyanide of Potassium. We wish to call your attention that cyanide of potassium has been practically displaced by cyanide of sodium for fumigation work as well as for other uses to which cyanide is put, and also it is very likely that Mr. Dodge did not actually use cyanide of potassium, but in its place 98-99 per cent. cyanide chloride mixture. He also may have been aware of the fact that he did use cyanide chloride mixture, but has reported in terms of cyanide of potassium as this has always been the common way of reporting in Nursery Journals. We have found such reports to be common among all users of cyanide, some times unintentionally. As there has been a good deal of confusion due to the various number of grades of cyanide on the market, it would simplify matters greatly if everybody would use sodium cyanide and so report.

R. N. SARGENT.



Please find enclosed a one dollar bill for which extend my subscription for one year. I like the paper very much and do not want to miss a single number.

Yours sincerely,

W. A. ELLINGER.

Lancaster, Ohio.

We are enclosing herewith our check for \$1.00 in payment for the "National Nurseryman" which medium we cannot possibly see how we could get along without.

Very truly yours,

MALONEY BROS. & WELLS CO.

# STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.

Required by the Act of August 24th, 1912.

Of the NATIONAL NURSERYMAN, published MONTHLY, at ROCHESTER, N. Y., for OCTOBER, 1915.

Editor, ERNEST HEMMING, Flourtown, Penna.

Business Manager—THOMAS B. MEEHAN, Dresher, Penna.

Publisher—THE NATIONAL NURSERYMAN PUBLISHING COMPANY, INC., Rochester, N. Y.

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Mr. T. B. Meehan, Dresher, Penna.

Mr. A. F. Meehan, Dresher, Penna.

Mr. James McHutchison, Jersey City, N. J.

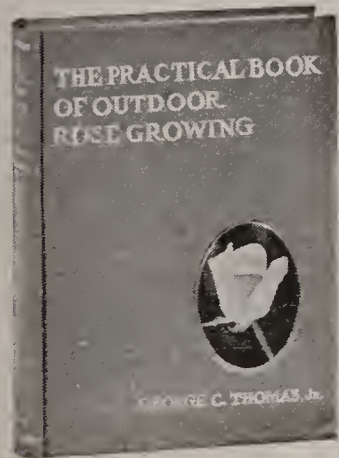
THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 29th day of September, 1915.

Victor Paul, Notary Public,

(Seal) No. 6765 Germantown Avenue, Philadelphia, Pa.

## THE PRACTICAL BOOK OF OUTDOOR ROSE GROWING.



By **GEORGE C. THOMAS, Jr.** with 96 plates in color and half-tone illustrations, large octavo. Cloth \$4.00 net. Add parcels post or expressage.

### IT'S SPECIAL APPEAL

As a practical working manual for outdoor rose growing in America, this volume contains several features which make it exceptionally valuable:

**First**, plain and carefully thought out rules, which have proven successful for many years in actual practice.

**Second**, a list of roses made only after the entire catalogue list of varieties has been system-

atically tried for years in this country in testing beds.

**Third**, ninety-six remarkable illustrations in color reproduced from autochrome color photographs made from the varieties tested.

In addition, chapters devoted to general information are added as of interest, and books going further into detail on the various subjects are suggested.

If you love roses and grow them, or desire to, you will need the explicit and authoritative instructions covering every phase of the subject in this work, the result of 15 years' close study of rose growing for the home garden. You will get big value in this beautiful large octavo volume, bound in handsome cloth, gold stamped, in a slip case.

Order your copy now from

**The National Nurseryman, Rochester, New York.**

The Government crop report on apples for the United States gives October 1 forecast 71,600,000 barrels, September 1 forecast 71,199,000 barrels, final estimate last year 84,400,000 barrels; price September 13 to producers \$1.74 per barrel, year ago \$1.85.

## AMERICAN ASSOCIATION OF NURSERYMEN

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## STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association Oklahoma Nurserymen**—President, P. W. Vaught, Holdenville, Okla.; secretary, Jim Parker, Tecumseh, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

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**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

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**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

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**New England Nurserymen's Association**—President, Harlan P. Kelley, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

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**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



Wick Hathaway, Madison, Ohio—says, “I never had a heavier fall trade—we simply cannot get help enough yet, to get our stock out—which positively is the finest lot of berry plants that I ever grew or ever saw—and as no one has probably ever had any finer I feel a privilege in claiming the best in the world—not all of the best—I don’t mean.”

**STRAWBERRY PLANTS**

From the largest Strawberry center in the world; millions of plants; 70 varieties; all of the standard and new market sorts. 1 and 2 year old Asparagus roots; Cal. Privet; Peach trees and etc. Send want list for prices.

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G. E. Bunting & Sons, - SELBYVILLE, Delaware.

# We Must Move

Our ground has grown too valuable for raising nursery stock and to clear some we can quote attractive prices on the following first-class stock.

NORWAY MAPLES - 3 to 10 in. in caliper

SUGAR MAPLES - 3 to 8 “ “ “

SCHWEDLERI MAPLES 4 to 10 “ “ “

OAKS - - - 4 to 7 “ “ “

HORSE CHESTNUTS - 4 to 8 “ “ “

LINDEN - - - 4 to 8 “ “ “

JAPAN MAPLES - 4 to 7 ft. in height

MAGNOLIA SOULANGIANA 5 to 12 ft. in height

Large Bush and Standard, Alethea and Privet

Privet in quantity running 4 to 12 ft.

An extra fine lot of Lombardy Poplars

Specimen Barberry, 2 to 6 ft.

A few good size Purple Leaf Beach

Evergreens in the following varieties, 10 to 25 feet in height, Norway Spruce, Arbor Vitea, Pine. We also have as fine a lot of Blue Spruce, (Kosters Grafted) as it is possible to raise, 6 to 15 feet in height. Let us quote you. We may surprise you.

**CHARLES MOMM & SONS**

Irvington, - - - N. J.

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## For Fall or Spring Shipment

**CHERRIES** Mt. Morency, Baldwin, Dyehouse, Eng. Maorello, Wragg, Early Richmond, May Duke, Gov. Wood, Windsor, Lambert, Bing, Schmidt’s Biggarreau, Black Tartarian.

**PLUMS** German Prune, Monarch, Shippers Pride, Lombard, Imperial Gage, Bradshaw.

**PEARS** Bartlett, Anjou, Seckel, Flemish Beauty, Koonce, Kieffer, Clapp’s Favorite.

**APPLES** Baldwin, McIntosh Red, Northern Spy, King, Stark, Duchess of Oldenburg, R. I. Greening.

The above comprise the finest block of two-year-olds we have ever grown. They run extra heavy this year, averaging over 65% first grade. We can also offer a few extra heavy three and four year olds for landscape work.

Let us quote your wants.

Our prices are right.

Our trees will please you.

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**STEIN & NOYES**

Dansville, - - - New York.

# Berberis Thunbergi Seedlings

We offer for immediate shipment 100,000 beautiful seedlings of the above plants 6-10 in.

## Small Stock For Lining Out.

We have this year grown hundreds of thousands of first-class stock which will make you money when transplanted into your nursery. BERBERIS THUNBERGI, IBOTA PRIVET AND AMOOR RIVER PRIVET in all grades and sizes. Send us your list of wants for quotations

**AURORA NURSERIES**

Aurora, - - - Illinois.

“THE MONTHLY SUMMARY OF COMMERCE AND FINANCE” FOR JULY 1915, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.

ARTICLES	JULY -				SEVEN MONTHS ENDING JULY-					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Plants, trees, shrubs and vines :										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut...	5,619	66,325	408	5,333	12,181	117,098	16,704	174,209	32,262	243,000
All other	{ free....	75		1,431		12,867		8,100		10,749
		8,905		7,606		794,751		820,633		727,753
Total		75,305		14,370		924,716		1,002,942		981,502



You Can Save Time and Money  
If you use our neatly packed

### Sheet Nursery Burlap

Write for particulars

**SARACHAN & ROSENTHAL**

Rochester, - - - New York.

#### For Fall 1915 and Spring 1916

10,000 Boston Ivy, Extra, 2½ to 3 feet  
2,000 Dutchman's Pipe, 3 to 6 feet  
1,500 Wistaria, 6 to 8 feet, "fine stock"  
Dwarf Polyantha Roses, two years  
Baby Ramblers, two years  
H. P. and Climbing Roses two years  
Tree Roses, 3 feet stems, "extra"  
Half Standard Roses, 1 to 2 feet stems

MARTIN FRISSEL, Muskegon, Mich.

## FOR ROSES LOOK TO

The CONARD & JONES Company,

West Grove, Pa.

#### NEW PEACH—WILMA

Originated in the famous peach belt at Catawba Island, Ohio. Selection from several thousand Elberta seedlings, several hundred of which were tested in orchards. An Elberta type of peach both in foliage and fruit, but one week later. Heretofore our stock has been used in the vicinity where it originated. Offered to trade in limited quantity.

W. B. COLE, Painesville, Ohio.

### 100,000 BERBERIS THUNBERGII SEEDLINGS 1yr.

Grown thinly in cultivated rows. Stocky and well rooted.

MARTIN H. MUSSER,

38 Cottage Avenue - - - Lancaster, Pa.

### LARGE QUANTITIES OF:

One-year-old, thrifty, healthy, clean, Apple, Pear, Mahaleb, Myrobalan, St. Julien, Quince, Rosa Canina, Rosa Rubiginosa, Rosa Manetti, in regular sizes. White and Purple Lilacs, 2-year-old seedlings, for budding or lining out. Norway Maples, etc.

KALLEN & LUNNEMANN, Boskoop, Holland

Our price list of Ornamental Nursery Stock has been mailed to the trade. If you did not receive a copy send for it.

### AUDUBON NURSERIES,

Box 731 - - - WILMINGTON, N. C.

#### THE CURETON NURSERIES,

Austell, Ga.

Offer for fall delivery a fine lot of Lombardy Poplar, Oriental Plane, Silver Leaf Maple, Umbrella Chirca, Tree Altheas, Crape Myrtle, two and three years old at very attractive prices.

## TRADE DIRECTORY

Price \$3.00, Postpaid

NATIONAL NURSEYMAN PUB. CO. Inc.,

ROCHESTER, - - - N. Y.

## ROSES First Aid to Buyers

FALL 1915 LIST.

THE LEEDLE FLORAL COMPANY®  
SPRINGFIELD-OHIO.



**40 ACRES** sold to Superb, Progressive, Americus and other best everbearers. Get acquainted offer for testing. Send us 10c for mailing expense, and we will send you 6 high quality everbearing plants (worth \$1) and guarantee them to fruit all summer and fall, or money refunded. Catalogue with history **FREE** if you write today.

THE GARDNER NURSERY CO.  
Box 162 OSAGE, IOWA

### WANTED:

Japanese Maples, Pink Dogwood, Magnolias.

JAMES R. GILLIN, Nurseryman,

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Unusual and rare stock in great variety; hardy Bamboos, Palms, Crapemyrtles, Fruit and Economic trees and plants, etc., etc., from all over the world.

New additions constantly being tested. Ask for complete descriptive catalog, and wholesale rates. **34th year.**

REASONER BROS.,

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### TREE SEEDS

Large assortment of Tree, Shrub and Fruit Seeds for ornamental and forestry purposes. Send for catalogue. **CONYERS B. FLEU, Jr.**

Germantown, Philadelphia, Pa.

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Specialists in Nursery Printing

Ask for Prices.



The Robinson

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We are the printers of this Magazine

**300,000** St. Regis everbearing Red Raspberry plants for sale.

PAUL L. HEGGAN

Waterford Works

- - - New Jersey

### NATURAL PEACH PITS

We have our usual supply of peach seed and offer either 1914 or 1915 crop. These seed are collected in the North Carolina mountains primarily for our own plantings and we secure the best that can be had. They will average 6,000 to 7,000 per bushel and will germinate 95 per cent or better. If you want a good stand of thrifty, vigorous seedlings next Spring, plant our seed. If you want a cheap job-lot seed at a few cents under market price try someone else. Complete Wholesale Trade List now ready and will be sent on request.

eeeeeeeeeeeeeeee

Fraser Nursery Company

Huntsville,

- - - Ala.



## Sacrifice, Closing Out Sale

Fine stock of two, three and four year Apple trees, in all leading varieties, BALDWIN, GREENING, SPY, DUCHESS, ALEXANDER, YORK IMPERIAL, ROME BEAUTY, McINTOSH, and other small lots. Some PEAR and QUINCE.

If interested, call and look over stock with idea of cleaning out entire lot, as we are going out of business.

ONE NEW STARK DIGGER (Complete)

**KINGSFORD FARMS NURSERY,**

OSWEGO

NEW YORK

## 30,000 One Year Peach

To offer Fall 1915 in good assortment, these are extra fine trees, 7-16 and up, mostly in heavier grades, nice straight and smooth, good height and well branched. Special prices in carload lots.

**EASTERLY NURSERY CO.**  
CLEVELAND, TENN.

## EUONYMUS VEGETUS

The rarest evergreen climber, common name  
EVERGREEN BITTERSWEET

Specimen Arbor Vitae, Norway Spruce, and Hardy Phlox in best quality, can supply in carload lots, get sample and prices.

**ADOLF MÜLLER**

DeKALB NURSERIES

Norristown, Pa.

## Peach Trees and Strawberry Plants

all leading market sorts for Fall, 1915.

**MYERS & SON,** - Bridgeville, Del.

## PLEASANT HILL NURSERY CO.

FINLEY & WINDMILLER, Props.  
PLEASANT HILL, ILL.

We offer a large stock of Apple Trees, peach, plum and cherry trees, in all leading varieties. Send us your want list for Quotations.

Special price on peach in Car Lots. Better get our prices. We can save you money.

## P. OUWERKERK,

No. 216 Jane St., Weehawken Heights, Hoboken, N. J.

Rhododendrons, Clematis, H. P. Roses, Hardy Azaleas, Paeonies, Magnolias, Box Trees, Fancy Conifers, Hydrangeas and Shrubs, our specialties at our HOLLAND NURSERIES. Some of the goods on hand here during the packing season.

## FOR SALE

25 TO 30,000 ELBERTA PEACH TREES, LARGE CALIPER, 5 TO 7 FEET TALL.

W. L. SILVERTHORN

ERIE COUNTY

GIRARD, PA.

## SAVE MONEY when making your GRAFTING WAX by using APIMELA WAX

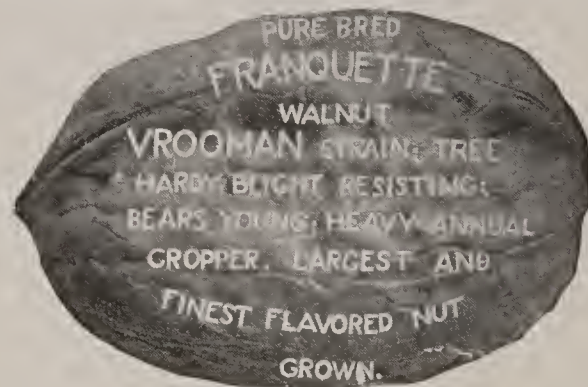
**Apimela Wax** is so near like pure Bees Wax that only an expert or a chemist can tell the difference. It is made from a pure vegetable wax and has the same color, odor, melting point, tackiness, solubility and compatibility as pure bees wax. Is nearly 100% pure, free from dirt and foreign matter, and is always the same. By using it instead of bees wax in your grafting wax you can save money.

Write for sample, price and our descriptive circular.

WEST TEXAS PRODUCTS CO.

319 Dakota St.

San Antonio, Texas



## Are You Looking Ahead?

PLANT PURE BRED FRANQUETTE WALNUTS

Biggest future money-making trees you can plant, and require the least care. We are the exclusive growers of this hardy superior Vrooman strain and largest Walnut tree growers in the world. Write for literature and prices.

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Kansas Grown. The Best on the Market.

Large Stock in all Grades

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OTHER SPECIALTIES: Gooseberries, Currants.

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CONIFER AND ACORNS  
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Ready for Shipment *NOW*.



EXTRA FINE STOCK IN THE BEST VARIETIES

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California and Amoor River, hardy

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Excelsa, a fine crimson Rambler  
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APPLE GRAFTS

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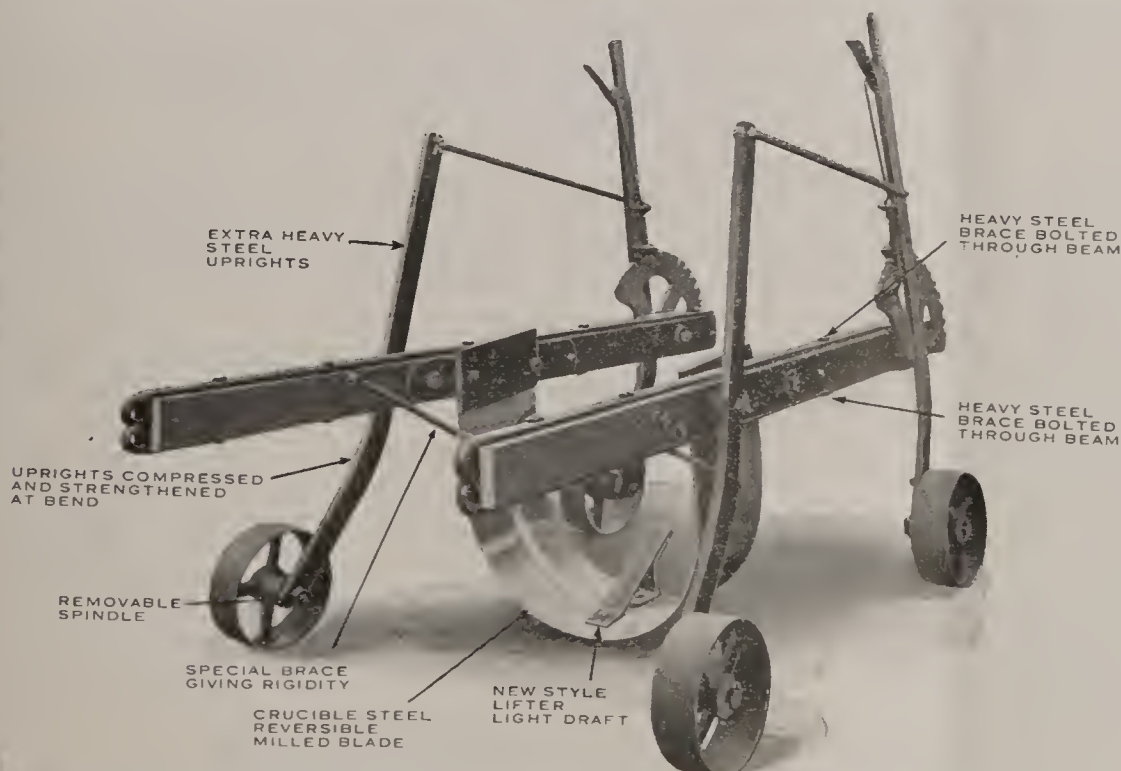
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Hybrid named RHODODENDRONS, (our own roots)

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**ROSES** One of the most extensive existing collections, deliverable as DWARFS, on their own roots; GRAFTED on Dog Rose roots, DWARF BUDDER on Dog Rose seedlings in all the best Old and New varieties; also as Standards. Ask for our special List of Novelties.

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All varieties, all sizes.

Young Deciduous Ornamental Trees & Shrubs

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NEW RARE OR NOTICEABLE TREES,

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The kind that give satisfaction.

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Samples and prices are at the command of a communication from you.

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GROWN IN LARGE QUANTITIES

RHODODENDRONS a splendid lot this season, fine bushy plants. Plenty of the hardy Catawbiense named varieties suitable for the American climate including the newer and superior kinds.

AZALEAS, ANDROMEDA, KALMIA and other American plants in great variety.

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HARDY ORNAMENTAL, EVERGREEN and DECIDUOUS TREES.

ROSES. Dwarfs and Standards in all varieties.

CLEMATIS AND CLIMBING PLANTS.

FRUIT TREES Espalier trained pyramids in quantity.

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A general assortment of hardy outdoor stock. Glad to answer inquiries.

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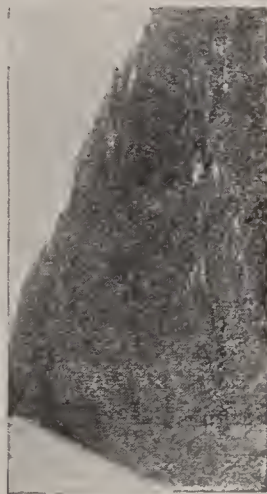
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**V.G.'S VERY GOOD**  
HARDY NURSERY STOCK SUCH AS  
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PAEONIES, MAGNOLIAS,  
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200 Acres

High Grade

Trees, Shrubs,

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Vines, Roses,

Etc.



Fine Stock

of

Rhododendrons

Kalmias

and

Andromedas

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FRAMINGHAM, MASS.

We have a splendid stock of

## Grape Vines

and other small fruit plants for the Nursery trade, graded up to the highest standard, and sure to please you.

Give us a trial order, send in your list now for quotations

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SUCCESSORS TO  
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Fredonia, N. Y.

Growers of

**Grape Vines, Gooseberries, Currants**

One and two years old. Graded up to the highest standard. Our stock never looked better. Write us for catalog. Send us your list of wants. Our prices are right, our stock A No. 1.

We grow our Stock up to QUALITY and GRADE, not down to a price. Nevertheless, our prices are always in line, you can't afford to pay less, and there's no sense in paying more. If you are pleased with what you have been getting, you will be better pleased with our stock.

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The Capitol Commission of Wisconsin desires information from nurserymen as to their ability to furnish Red Oak Trees for the planting of the grounds of the Capitol.

Send information regarding size of trees, number available, and price, to the undersigned.

**Lew F. Porter**

Secretary, Capitol Commission of Wisconsin.  
WIS.

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Westminster, Md.

J. E. Stoner, Prop.

We are offering for Fall 1915 and Spring 1916, Peach and Apple Trees, California Privet, Asparagus 1 and 2 year, Downing Gooseberry and Snyder B. B. plants, Berberry Thunbergii in grades.

Can supply the above in car load lots or less. We also have a large surplus of Hydrangeas P. G., Spireas and Deutzias assorted, Evergreens, N. Maple, Horse Chestnuts and Carolina Poplar. Please submit list of wants for prices.

We offer

**North Carolina Natural Peach Seeds**

## WE OFFER

Grape Vines, Currants and Gooseberries  
in all varieties and grades

—also—

Grape and Currant Cuttings and Light  
Grade of Vines for Lining Out  
in Nursery Rows

WRITE FOR PRICES

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LEADING SPECIALTIES FOR FALL 1915

CHERRY—One Year 11-16 up,  $\frac{5}{8}$  to 11-16 and  $\frac{1}{2}$  to  $\frac{5}{8}$

General List of Varieties Sweets and Sours

CHERRY—Two Year strong on Emg. Morello & Wragg.

STD. PEAR—One, Two and Three Year strong on Bartletts.

QUINCE and DWARF PEAR—One and Two Year.

BUNGEI CATALPA and WEEPING MULBERRY, extra fine

General List of Apple, Peach and Plum

One Year Cherry promise very fine.

Personal Inspection invited.

We are now ready to quote lowest prices on  
**FRUIT, SHADE AND ORNAMENTAL  
TREES, SHRUBS, EVERGREENS,  
VINES and HERBACEOUS  
PLANTS**

FOREST TREE SEEDLINGS we only have in limited supply this season, and would advise placing your orders early.

TREE SEEDS we can supply in limited quantities. Send list of your requirements for lowest prices. Trade list ready.

**The Willadean Nurseries**

Sparta, Ky.

## 500,000 California Privet

Two years, 2 to 3 feet, 5 to 8 branches, extra fine.

Two years, 2 to 3 feet, 3 to 6 branches.

Two and Three Years, 3 to 4 feet, 6 to 12 branches, extra fine.

Bright, Clean and Handsome with remarkable root system.

**Amoor River Privet**

One year, 12 to 18 in., extra fine.

Two years  $1\frac{1}{2}$  to 2 ft.; two years, 2 to 3 ft.

**Berberis Thunbergii**

Two years, transplanted and stocky, 9 to 12 in., 12 to 18 in.

SPECIAL RATES ON LOTS OF 5000 OR MORE.

Contracts for California Privet in car lots for fall delivery solicited.

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**Monmouth Nursery,**

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**T. S. HUBBARD GO.**  
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The longest established and best known growers of

# Grape Vines

And the largest stock in the United States

Agawam	Diamond	Niagara
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and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

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A fine stock of leading varieties. One and two years.

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The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.



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Northern Grown Stock.

WELL GRADED

Strong Rooted.

Monroe County Soil and Climatic Conditions are Most Ideal for Peach Tree Growing. We are in a Position to Grow More and Better Peach Trees Than Anyone Else in the World.

We Want to Furnish Trees for Your Requirements.

Write for PRICES and SAMPLES. Write at once.

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The bundle of peach trees here shown is standing alone, upheld by the strong and out-spreading roots. It is this kind of roots that make our trees grow. The trees in the picture are specimens of our First Class peach trees. Note that they are tall and large in calipre.

**The Greening Nursery Co.,** **MONROE, MICHIGAN.**

## QUALITY, SERVICE, PRICE:

These three; but the greatest of these is Quality. The Combination makes Value. I want discriminating, careful buyers to write for my offers on

**AMPELOPSIS VEITCHII**

**CLEMATIS**—Paniculata and Large-flowering

**BERBERIS THUNBERGII**

**SPIREA**—Van Houttei and Anthony Waterer and other things:—

Elegant stock, well-graded, properly packed; value, plus. **FRUIT-TREE SEEDLINGS** and Young Ornamental Stock for nursery-planting sold for

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Good grower; even grader; careful packer.

Lowest freight rates and such service as comes of many years' experience in handling importations.

**APPLE SEED**, Native and French.

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Shipments from Topeka or Newark.

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Send your Want List; I may have just what you need; if not, I may know where to pick it up, to your advantage and mine. It takes time to locate the right stock; I give it all my time. I want to be of service to you; I can; let me.

**JOHN WATSON**

NURSEYMAN

NEWARK

NEW YORK

November 1, 1915.

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Palms and General Decorative Plants, **INSPECT**  
Conifers, Shade and Ornamental Trees **INVITED**

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in heavy quantities

Please write direct as we have no agents

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### Apple, Pear, Cherry and Peach Grape Vines, Blackberry and Raspberry Plants

And a general line of ORNAMENTAL TREES  
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From Russia, Siberia, Caucasus,  
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FOREST SEED MERCHANTS SPECIALIST

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In K I E W Russia

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Established 1907

Price List Sent on Application

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A complete line of High Grade Nursery Stock. 50,000  
Peach trees—leading varieties. Keiffer Pear— 500 bushels  
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Norway Maples 8-10 ft. extra fine, straight bodies, 3 year  
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Large assortment of above.

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A very complete Line of Fruit and Ornamental Trees,  
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#### Specialties

CLEAN COAST GROWN SEEDLINGS  
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Write now.

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Largest assortment in New Eng-  
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Sturdy, choice stock that can be  
depended upon. Send for catalog  
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This New England soil and cli-  
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Special trade prices. By the thous-  
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420 ACRES

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**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
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1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes.  
250 varieties of Climbing Plants.  
400 varieties of Conifers, 1 to 4 feet high.  
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We Have No Agents.  
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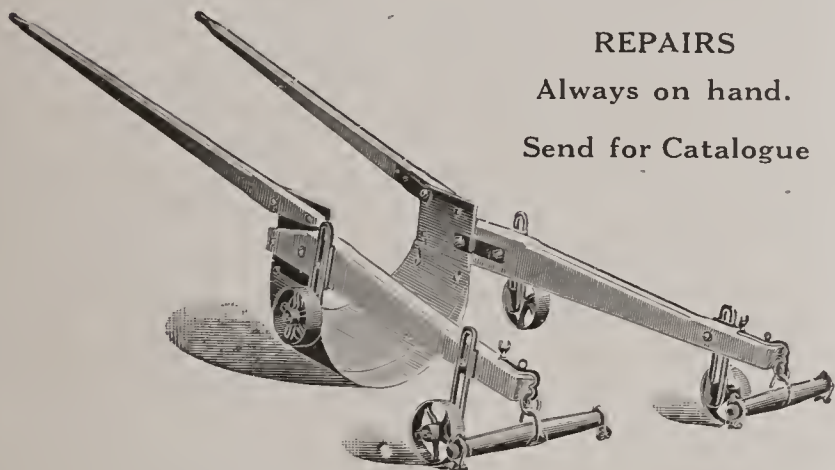
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REPAIRS  
Always on hand.  
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Digger gets All the Roots at the rate of Twenty  
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only needs same power as plow.

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### STEEL BOX STRAPPING

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1/2-inch, 3/4-inch, 1-inch and wider, cut to any length  
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Have, sometimes, bargain lots of steel strapping, 1-  
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**FRUIT PLATES, BINDINGS,  
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Plain, Painted, Wired with Tinned or Copper Wire and  
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Delivery will justify.*

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For several years we have been getting ready to make a drive on Koster's Blue and Colorado Blue Spruces. The trees have been carefully grown, root-pruned, transplanted as needed, and now they are ready to be shipped.

The fact is that these trees must be transplanted again in the nursery, or *Sold*—and we would prefer to sell them at prices that will be attractive to the man who buys in quantities. If your plans call for a *thousand* trees, or as few as *ten*, write us for prices on

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500, 18 to 24 in. 200, 3 to 4 ft.  
500, 2 to 3 ft. 200, 4 to 5 ft.  
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## Koster's Blue AND Colorado Blue Spruces

### Spruce, Colorado Blue

200, 18 to 24 in. 400, 3 to 4 ft.  
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No other evergreens are so effective for mass plantings in city parks, private grounds and cemeteries. Our trees are well-branched, shapely specimens, have splendid roots, are carefully burlaped and packed. These trees are superb specimens—you can plant them with the utmost confidence in their quality and vigor.

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**Harrisons' Nurseries**  
J.G. HARRISON & SONS PROPRIETORS  
BERLIN MARYLAND





# THE NATIONAL NURSERYMAN



DECEMBER 1915

Published Monthly at Rochester, N. Y., U. S. A., in Behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

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Offers a Fine Stock of

*Peach, Gooseberries,  
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Other Ornamental Shrubs,  
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Will be pleased to quote on your list of wants

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A Complete Line of High Quality Nursery Stock for  
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APPLE TREES—Over 100 Varieties.  
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ORNAMENTAL TREES, SHRUBS, VINES  
ROSES—Immense stock of hardy kinds.  
FRUIT TREE STOCKS and GRAFTS.

SEND LIST OF WANTS—

Always pleased to quote prices.

Send us your list of wants  
Our general trade list for Spring 1916 will  
be issued about January 1st.

**SAPA.** 9-16 and 11-16  
(On Native Plum Roots)  
The most popular of the Hansen Hybrids

### CLEMATIS JACK

Strong 2 yr. No. 1 plants. Home grown.  
At a bargain price.

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*Wholesale Nurserymen*

LAKE CITY, MINNESOTA  
Established 1868 1500 Acres

The time is right *NOW* to place your order  
for

**Top Notch Berberry Thunbergii**



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**Not Cheapest, But Best**

Also other lines of stock

Please let us have your short list for early  
Spring delivery

**C. R. BURR & CO.,**

MANCHESTER, CONN.



For Spring 1916



300,000 APPLE, 2 & 3 year, splendid trees

75,000 CHERRY, 2 year, none better

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40,000 PEAR, 1 & 2 year

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Also large stock of ELM, NORWAY, SUGAR, SOFT MAPLE, CATALPA BUNGII, and a general assortment of other ornamental trees, shrubs, hedge plants, perennials, small fruits, etc.

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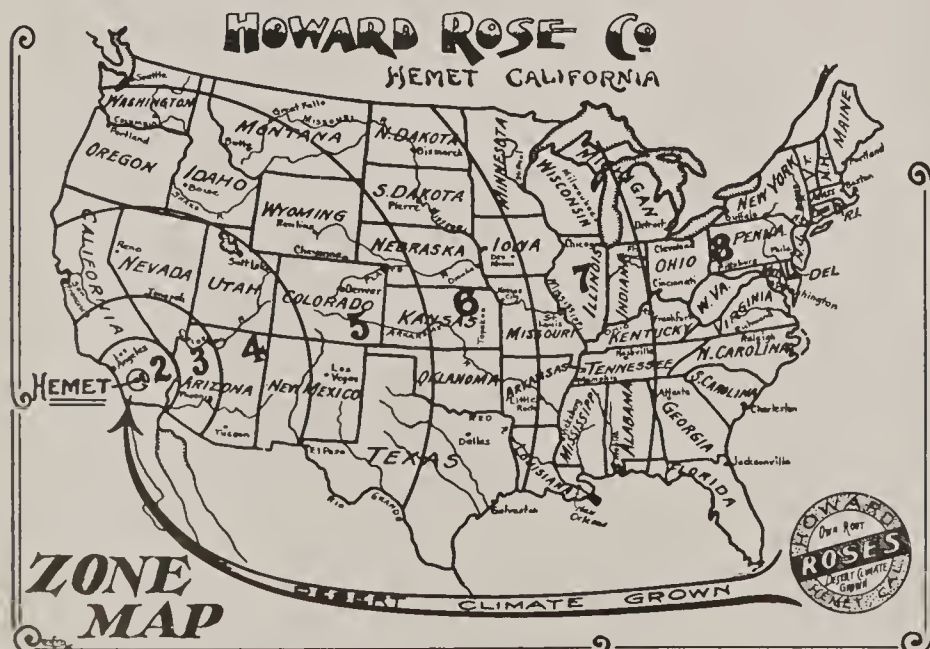
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Marion County, - - Bridgeport, Ind.

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For JAN.  
FEB. and MARCH

By Express— Rate  $\frac{1}{4}$ c. per Zone number, Guaranteed not to exceed (i.e. - In 5th. Zone to our prices add  $1\frac{1}{4}$  cents) Send for our prices, on printed stationery, please. By Freight— Via. Cold Storage, Deliveries after Feb. 25, 1916, Only Hard Sorts.



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Pear, Apple, Myrobolan, Mahaleb, Mazzard Manetti, Multiflora and Quince. Also a full line of Ornamentals for lining out. Best packing and grading. December and February shipments from Vincent Lebretons Nurseries, Angers, France.

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Boxwood (bushes, pyramids, standards, ball-shape, etc.) Roses, Tree Roses, Azaleas, Magnolias, Rhododendrons, Koster Blue Spruce, Evergreens, etc. Fall or Spring shipment from Schaum & Von Tol, Boskoop, Holland.

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Full list of varieties, also Aquatics, Rock Plants, etc.; low prices. Fall or Spring shipments from Royal Tottenham Nurseries, Dedemsvaart, Holland.

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MANETTI, Gooseberries (Whinham Industry, Whitesmith, Keepsake, Crown Bob, etc.), 2 and 3 years. Fall or Spring shipment from John Palmer & Son, Annan, Scotland.

BAY TREES from Belgium. All sizes, hardy Lilies from Japan, all varieties.

RAFFIA, Red Star, XX Superior, Arrow and AA West Coast Brands. Bale lots or less.

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17 Murray St., New York



# PAINESVILLE NURSERIES



*Rhododendron*

## DURING DECEMBER

The only touch of color in our Northern landscapes, will be furnished by the greens and blues of evergreens; and the presisting scarlet fruits of shrubs. While such things are dominant in view, it is well to consider them in relation to next year's sale.

Did you notice the unusual abundance and brilliancy of the berries this Fall? Many of your customers noted and appreciated them, and will be asking for these shrubs in the Spring.

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In considering above subjects, others will naturally occur to you; in which case please remember our's is a Departmental Nursery capable of covering most any Want List.

Our importations of Rhododendrons, Bay Trees, Boxwood, Azaleas, etc., are due to arrive soon.

Permit us at this time to extend our compliments and best wishes for the approaching Christmas Season.

Sincerely

# THE STORRS & HARRISON CO.

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



# — W. B. COLE —

PAINESVILLE, - - - OHIO.

## SPECIAL ATTENTION

**APPLES**—Dwarf. Good Assortment.  
**PEARS**—Standard.  
**CURRANTS**—Large stock of Black Naples and Champion.  
**GRAPES**—Concord and Niagara.  
**RASPBERRIES**—Transplants and Tip plants.  
**BLACKBERRIES**—Root Cutting plants. Strong in Mersereau, Snyder and Ohmer.

### **Ornamental Trees.**

**CATALPA BUNGEI**—One, two and three year heads.  
**ELM**—American and Scotch, 1 to 3 inches caliper.  
**HORSE CHESTNUT**—All sizes.  
**MAPLE**—Sugar. Sizes from 1½ to 4 inches. Superior, straight, well furnished stock.  
**SYCAMORE**—European, 1 to 3 inches.

### **Ornamental Shrubs.**

**ALTHEAS**—Assorted, 3 to 4 feet.  
**BARBERRY**—Thunbergi. All sizes.  
**FORSYTHIA**—Suspensa.  
**PHILADELPHUS**—Assorted.  
**SNOWBERRY**—White and Red.  
**SPIRAEA**—Opulifolia Aurea and Van Houttei.  
**ROSES**—General Assortment.

### **Evergreens.**

**ARBOR VITAE**—American, 3 to 5 feet.  
**ARBOR VITAE**—Pyramidalis, 3 to 5 feet.  
**KALMIA LATIFOLIA**—18 to 24 inches.  
**RHODODENDRONS**—18 to 24 inches.

### **Hedge Plants.**

**PRIVET**—California, Ibota and Vulgaris, all sizes.  
**BARBERRY**—Thunbergi. All sizes.

### **Vines.**

**CELASTRUS SCANDENS**—Strong.  
**HONEYSUCKLE**—Hall's Japan.  
**IVY**—English, 3 to 4 feet canes.

### **Perennial Plants and Bulbs.**

## FOREST SEEDLINGS

### **Trees and Ornamental Shrubs**

A complete line of Altheas, Berberry, Calycanthus, Cornus stolonifera, Deutzias, Forsythias, Privets, Laurus Benzoin, Spireas, Weigelias, Maples, Chestnuts, Red Buds, Hack Berry, Persimons, Elms, Poplars, American Beech, Japan Walnuts, Butternuts, Etc.

### **Trade List Now Ready**

Ask for same



### **Forest Nursery and Seed Company**

McMinnville, - - - Tenn.

## We have the Largest Stock of **Forest Seedlings and Shrubs**



TO BE FOUND IN UNITED STATES

We offer 500,000 Berberry Thunbergii, 1 year 6 by 24 inch, Althea Rosea, Calycanthus, Spiraeas, Deutzias, Forsythias, Dogwoods, Honeysuckles, Philadelphus, Privets and large variety Shrubs, Forest Seedlings, Catalpas, Red Bud, Magnolias, Elms, Box Elder, Beech, Sycamores and a great variety of Seedlings.

We are headquarters for

### **Hard Wood Cuttings**

Send for Trade List



### **Riverview Nursery Co.**

McMinnville, - - - Tenn.

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## **APPLE TREES**

At

### **ROCK BOTTOM**

**F**ine Growth  
Free From Disease  
Full List of Varieties

Also our usual supply of

**CHERRY, PEACH, PLUM and  
PEAR TREES**

### **Apple Seedlings**

Ornamental Shrubs

Small Fruit Vines

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*"Made in America":—*



Home grown, acclimated stock;—the kind you can DELIVER to your customers, COLLECT for, and expect it TO GROW.

Get those ROSES, TREE HYDRANGEAS, DUTCH PIPE, AMPELOPSIS, and CLEMATIS right here at home, without the worry and uncertainty of importing from Europe, to say nothing of the advanced freight and insurance rates, and the extra expense of importing under present war conditions. These are SPECIALTIES with us, and our ability to grow, and to sell, the things formerly imported almost altogether, has resulted in the

"J. & P. Preferred Stock"

 We sell to those in THE TRADE ONLY; we don't compete with our customers.

Send us your Want List; or, better, come and see our stock.



**Jackson & Perkins Company**

Newark,

-

New York

**Heikes—Huntsville—Trees**

**Huntsville**

**Wholesale Nurseries**

**Huntsville, Ala.**

**MILTON MOSS, Prop.**

We offer for Spring of 1916  
in large quantities as usual:

**SPECIALTIES**

APPLES—Commercial varietles, one and two year, in large supply. As fine in quality as ever grown.

PEARS—Kieffers, one and two years old. A much smaller crop than heretofore.

CHERRIES—On Mazzard. Two year, Bing, Lambert, Napoleon, Black Tartarian.

CHERRIES—On Mahaleb. One and two years. Ea. Richmond, Dyehouse, Montmorency, Wragg, Royal Duke, in small supply.

PEACHES—We excel in Peaches, and of these we will have as fine a stock as we have ever grown, both in one year and June Buds.

ROSES—Budded. We will have a large and fine stock of leading Hybrid Perpetuals and Mosses grown at Huntsville.

PRIVET—Amoor River (South). Retains its foliage longer and holds its color better than California Privet.

PECAN SEEDLINGS—Huntsville grown from selected nuts collected along the Gulf Coast. Thin shell.

See Price List for Particulars.

Address, **HUNTSVILLE WHOLESALE NURSERIES**  
**HUNTSVILLE, ALA.,**

# Hill's Evergreens

You can work up a good profitable trade in Evergreens if you have the right kind of stock. Our main specialty for over half a century has been the propagation of young Evergreen stock for the wholesale trade in immense quantities at low prices.

We have all the leading varieties in small sizes, for all purposes, suitable for lining out to grow on for your trade.

Nurserymen who have heretofore depended on Europe for their young Evergreen plants can now be assured of a good reliable source of supply right here in America, and we solicit the opportunity of quoting on your requirements.

"Made in U. S. A." and "American Stock for American Planters" should, from now on, more than ever, be the slogan of American Nurserymen for it means "money saved in the long run" to start with nice, strong, sturdy, vigorous American-grown stock which has been produced right here in America.

YOU want to keep posted on Evergreens;

WE want to become better acquainted with you;

Let's get together.

**The D. HILL Nursery Co., Inc.**

**Evergreen Specialists**

**LARGEST GROWERS IN AMERICA.**

Box 401

-

Dundee, Ill.

Have you seen and examined the quality and finish of our

## Rawhide Brand of Shipping Tags and Tree Labels

printed or plain, strung or wired?



This stock is especially adapted to the most severe usage, being thoroughly waterproof & weatherproof. "Once used, always used."

Send for samples and prices. Our references are the largest nurserymen in the United States.

**The Denney Tag Co.**

**West Chester, Pennsylvania**



## W. FROMOW & SONS

We specialize in Hardy American Rhododendrons and offer all the best varieties with brightest colors, hardiest sorts and largest trusses. They are all grown in open fields on black sand and sandy loam.

We can also offer largely Dwarf, Climbing and Standard Roses All the newest most popular varieties.

Common Beech and River's Purple grafted Beech to offer in very large quantity. Clean straight stuff and well rooted. Can quote on stock transplanted Spring 1914 or 1915.

Full particulars of the above and other stocks, nearly 300 acres in extent, contained in our wholesale catalogue free on application.

### WINDLESHAM NURSERIES

Surrey, - - - England.



## SCARFF'S NURSERY

### Headquarters for Small Fruit Plants

1200 Acres "At it 25 Years"

Strawberries  
Raspberries  
Blackberries  
Dewberries

Currants  
Gooseberries  
Grape Vines  
Privet

Rhubarb  
Asparagus  
Horseradish  
Hardwood Cuttings

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See wholesale list before placing your order.

W. N. SCARFF

New Carlisle,

Ohio

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A Magazine of Trade News and Cultural Information for the NURSEYMAN, FLORIST, SEEDSMAN and GARDENER. A reliable exponent of advanced Trade and Progressive Horticulture.

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The kind that  
PRODUCES RESULTS

"Safety First"—Plant Peach Seed from Lindley and have no regrets

J. VanLINDLEY NURSERY Co.  
Pomona, N. C.

### For SPRING 1916.

A choice lot of Apple, Plum, Cherry, Pear, Apricot, Peach, Currants, Roses, Barberry, Thum., Cal. Privet, Hydrangea P. G., Bud Sticks and Currant Cuttings in the leading varieties. Don't place your order without getting our prices.

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Wholesale Nurseries,

GENEVA - - - NEW YORK

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Grower and Exporter of Fruit-Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs, Vines, and Conifers for Nursery Planting.

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Editors of the "H. A." LOWDHAM, NOTTS,  
ENGLAND

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

### The Official Organ of the American Association of Nurserymen

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Flourtown, Pennsylvania to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all the leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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Livingston Building, Rochester, New York

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Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

## We Offer for Spring 1916

15,000 Oriental Planes from 1¼ to 3 inch caliper

A large stock of Sugar Maples, American Elms,

Carolina Poplars, Lombardy Poplars, Double

Flowering Japan Cherries, Weeping Japan

Cherries, Flowering Apples, Flowering Peaches

Norway Maples, 2 inch caliper and up.

Also a large and complete assortment of Ornamental Trees and Flowering Shrubs. Among our large stock of Fruit Trees we call especial attention to our surplus of:

10,000 Keiffer Pears, 2 and 3 years

20,000 Stayman's Winesap Apples, 11-16 in. and up

10,000 Downing Gooseberries, 2 years. No. 1

200,000 Apples, 2 year buds, fine

**Hoopes, Bro. & Thomas Company**

Maple Avenue Nurseries

PHILADELPHIA OFFICE  
222-3-4-5 Stephen Girard Bldg.  
21 So. Twelfth Street

West Chester, Pa.  
Established 1853



**P. D. Berry, Wholesale Nursery-**  
man, is offering for Spring 1916

Black, Red, Purple and Yellow Raspberry, Blackberry, Dewberry, Gooseberry, Currants, Gooseberry rooted layer plants, Rhubarb, Horseradish, California Privets, Barberry THUNBERGII, Paeonies, Black Currant Cuttings, Spiraea, fifty thousand Black Currants one and two years, Raspberry transplants, etc.

Quotations furnished by letter.

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P. D. BERRY,

Dayton,

Ohio

## A Stupendous Quality Inducement

To the trade accepting fall shipments, a very generous discount off of my fall price list will be quoted. And further remember,

**WHEN YOU WANT PLANTS AS GOOD AS HATHAWAY'S**

**You Should Buy of Hathaway—**

For you could not buy better, even though you paid more

I am offering in three grades or more of crop, put up in attractive bundles, the finest lot of quality plants I have ever grown. I offer in **RASPBERRY**, Tip, Cane or Transplants, in black, purple, red and yellow, **The Greggs**, **Cumberland**, **Kansas**, **Plum Farmer**, **Columbian**, **Cardinal**, **Haymaker**, **Royal Purple** (the best shipper of all purples) and **Shaffer's Colossal**, **St. Regis** (everbearing red), **Cuthbert**, **Eaton**, **Early King**, **Marlboro**, **Miller Perfection**, **Ruby**, **Herbert**, **Louison** and **Golden Queen**. In **BLACKBERRY**, **Root Cutting**, **Cane** or **Sucker**, and some **Transplants**, I offer **Ancient Britton**, **Blowers**, **Eldorado**, **Early Harvest**, **Early King**, **Lucretia Dewberry**, **Mercereau**, **Ohmer**, **Rathbun**, **Snyder**, **Taylor** and **Ward**. **STRAWBERRY PLANTS** in leading variety, including **FALL BEARERS**. **Currants**, **Grapes** and **Gooseberry** in variety. Also the **EVERBLOOMING BUTTERFLY BUSH** (a flower), one of the best selling new novelties of recent introduction. Write me now, inclosing your want list, for my special offer for fall shipments to be made prompt at the time you see. Such service should appeal to and hold your continued patronage.

Yours Truly,

A. A. of N. **Wick Hathaway,**  
Permanent Badge **Madison, Ohio.**  
No. 157.





## Shrubs.

The growing season with us this year has been wonderful. Plenty of rain and heat, and this, with the necessary cultivation, has produced for us an exceptionally fine lot of shrubs. We offer in large quantities:—

Spiraea Anthony Waterer	Highbush Cranberry
Persian Lilac	Snowball, Common & Jap.
Spiraea Van Houttei	Mock Orange
Kerria, double	Bush Honeysuckle

Also many other trees and shrubs

## Japanese Maples.

We call special attention to our Japanese Maples. We have them in a fine assortment of varieties and sizes. Some extra fine, large specimens.

Send for our Wholesale Trade List

**Thomas Meehan & Sons,**  
Wholesale Nurserymen,  
**Dresher, Penna.**

## We Are Prepared To Supply The Trade.

ROSES, FIELD-GROWN. Own roots and budded.  
ABELIA GRANDIFLORA. Transplanted, field-grown.  
BERBERIS JAPONICA.  
AZALEA INDICA. (Home-grown).  
GARDENIAS.  
ENGLISH LAUREL.  
MAGNOLIA GRANDIFLORA.  
MAGNOLIA FUSCATA.  
OLEA FRAGRANS.  
CAMPHOR. (Pot-grown).  
LIGUSTRUM JAPONICUM.  
LUCIDUM, NEPALENSE, and other good varieties, fine bushy plants.  
SATSUMA ORANGE. Field-grown, budded on Citrus Trifoliata.  
BIOTA AUREA NANA. (Berckmans' Golden Arborvitae)  
BIOTA AUREA CONSPICUA.  
RETINOSPORA. In variety.  
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WISTARIAS. Grafted, best sorts.  
APPLES.  
JAPANESE PERSIMMONS.  
ENGLISH WALNUTS.  
MULBERRIES.  
SPIRAEA THUNBERGII. A beautiful lot of stocky plants.  
A fine stock of Hackberries, Koelreuteria, Tulip Poplar, Magnolia Purpurea, Texas Umbrella, Double-flowering Peaches, Sycamore and Elms.  
Send us a list of your wants and let us give you quotations.

**P. J. BERCKMANS CO., Incorporated**  
FRUITLAND NURSERIES AUGUSTA, GEORGIA

## SPECIAL NOTICE

APPLE QUINCE PEAR CHERRY  
PEACH PLUM

A Fine Block of  
Own Root Roses

ORNAMENTAL TREES SHRUBS  
BERRIES CLEMATIS  
EVERGREENS PEONIES PHLOX  
PYRAMIDAL and STANDARD  
TREE BOX, 3 to 6 feet

Write for our Special Prices

Special Attention given to Dealers, complete lists and carload lots.

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GENEVA, N. Y.  
63 Years 700 Acres

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BY THE MILLIONS

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Concolor	Red Spruce
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All sizes. Ask for prices.

SPECIAL QUOTATIONS ON LARGE ORDERS

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Ben Davis, Duchess, Florence, Gano, Hibernial, Iowa Beauty, N. W. Greening, Okabena, Patten's Greening, Peerless, Peter, Pewaukee, Scott's Winter, Soulard, Strawberry Crab, Transcendent, University, Virginia, Wealthy, Whitney and Wolf River.

**SHERMAN**  
**NURSERY COMPANY**  
CHARLES CITY, IOWA





## Peach Trees!

Northern Grown Stock.

WELL GRADED

Strong Rooted.

Monroe County Soil and Climatic Conditions are Most Ideal for Peach Tree Growing. We are in a Position to Grow More and Better Peach Trees Than Anyone Else in the World.

We Want to Furnish Trees for Your Requirements.

Write for PRICES and SAMPLES. Write at once.

### OUR TREES WILL STAND ALONE

The bundle of peach trees here shown is standing alone, upheld by the strong and out-spreading roots. It is this kind of roots that make our trees grow. The trees in the picture are specimens of our First Class peach trees. Note that they are tall and large in calipre.

**The Greening Nursery Co., MONROE, MICHIGAN.**

## QUALITY, SERVICE, PRICE:

These three; but the greatest of these is Quality. The Combination makes Value. I want discriminating, careful buyers to write for my offers on

**AMPELOPSIS VEITCHII**

**CLEMATIS**—Paniculata and Large-flowering

**BERBERIS THUNBERGII**

**SPIREA**—Van Houttei and Anthony Waterer

and other things:—

Elegant stock, well-graded, properly packed; value, plus. **FRUIT-TREE SEEDLINGS** and Young Ornamental Stock for nursery-planting sold for

**Mr. F. DELAUNAY,**

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Good grower; even grader; careful packer.

Lowest freight rates and such service as comes of many years' experience in handling importations.

**APPLE SEED**, Native and French.

**KANSAS APPLE SEEDLINGS**

Shipments from Topeka or Newark.

**MANETTI ROSE STOCKS**, French or English.

Send your Want List; I may have just what you need; if not, I may know where to pick it up, to your advantage and mine. It takes time to locate the right stock; I give it all my time. I want to be of service to you; I can; let me.

**JOHN WATSON**

NURSERYMAN

NEWARK

NEW YORK

November 1, 1915.

FORTY-NINTH YEAR

# T. S. HUBBARD GO.

FREDONIA, N. Y.

The longest established and best known growers of

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And the largest stock in the United States

Agawam

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Green Mountain

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Moore's Early

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Woodruff Red

Worden

and all other old and new varieties which we think worthy of general cultivation

## CURRENTS

Black Champion

Black Naples

Fay's Prolific

Cherry

Lee's Prolific

North Star

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Red Dutch

Versailles

Victoria

White Dutch

White Grape

and many other well-known varieties. Also a large stock of President Wilder and Boskoop Giant, both of which are great acquisitions.

## GOOSEBERRIES

A fine stock of leading varieties. One and two years.

## BLACKBERRIES

The largest and best stock of root-cutting plants in this country. All the best varieties. Snyder in great quantity. Our blackberry plants are as well furnished with fibrous roots as our well-known grape vines.

## BAILEY'S BRAND NEW STANDARD

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The National Nurseryman, by special arrangement with the publishers, offers this work on easy terms. Six large quarto volumes. More than 3,600 pages. 24 full page exquisite color plates. 96 beautiful full page sepia halftones. More than 4,000 text engravings. 500 Collaborators. Approximately 4,000 genera, 15,000 species and 40,000 plant names.

The new Standard Cyclopedia of Horticulture has been freshly written in the light of the most recent research and experience. It is not merely an ordinary revision or corrected edition of the old Cyclopedia, but it is a new work from start to finish with enlarged boundaries geographically and practically; it supercedes and displaces all previous editions or reprints of every kind whatsoever. It is both an Encyclopedia and a Manual, for with the aid of its Synopsis and Key, amateur and professional alike may quickly identify any plant, shrub or fruit contained within the set, and then receive expert instructions for its cultivation.

**Send for 16 page Prospectus**

Containing complete description. Everything newly written, up-to-date and beautifully illustrated in colors and sepia.

## The National Nurseryman

Livingston Building

Rochester, N. Y.



UPON this page, each issue for the past year, we have tried to tell you something about our Apple Seedlings and there is more that could be told.

The fact that upon the quality of the root depends the stand—the cleanness—also the vigor of the trees—makes it a subject that all who grow Apple trees are more or less interested in.

What percent of your trees this year had root knot? You can cut down the percent by using better roots.

What proportion of No. 1 trees did your block turn out? A better quality of roots would have brought you a larger proportion of better trees.

Use the best. Our seedlings have all been sprayed—are thoroughly mantured—and will be graded high. We guarantee arrival at your depot in perfect condition.

Samples and prices upon request



*F. W. Watson & Co.,*

*Topeka, Kansas.*

*Apple and Pear Seedling Specialists.*



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXIII.

ROCHESTER, N. Y., DECEMBER, 1915.

No. 12.

## CONIFERS AND OTHER EVERGREENS AT THE ARNOLD ARBORETUM

**THE PINETUM.** The abundant rains of the past season have been a great benefit to the conifers in the Arboretum and many of these plants are now in an unusually good condition in spite of the severity of several recent winters. It is the province of the Arboretum to teach as far as it is possible to do so the value of all trees in this climate and to show those which fail as well as those which succeed, a duty which sometimes interferes with the beauty of the Arboretum as a garden. It has been shown by the Arboretum, for example, that the Balsam Fir, of the northeastern United States (*Abies balsamea*) and its near relatives, the Fir of the southern Appalachian Mountains (*A. Fraseri*), the Fir from the northern Rocky Mountain region (*A. lasiocarpa*), and the species of central Siberia, *A. sibirica*, can live here but soon become unsightly, and they are not worth growing in this climate for ornament or as timber trees. It has been shown here, too, that eastern Massachusetts is not cold enough for the White Spruce of the north, *Picea canadensis*. This beautiful tree grows here rapidly until it is about twenty-five years old and then, save in exceptional situations, it begins to become thin and soon loses its beauty.

**PACIFIC COAST CONIFERS.** Of the conifers of the Pacific coast region of North America the White Pine, *Pinus monticola*, is the most successful. It is hardy, grows rapidly and, although not more beautiful or as valuable as the native White Pine, *Pinus Strobus*, it is a tree well worth attention in New England. The Sugar Pine, *Pinus Lambertiana*, which on the California Sierra Nevada becomes the largest of all Pine trees, is perfectly hardy here and is in good condition although it grows slowly. The White Fir of the California Sierras, *Abies concolor*, lives here in good condition for many years but is a less valuable tree in this climate than the plants of the same species derived from Colorado. *Abies*

*nobilis* can live here in sheltered positions but does not become a tree, although the beautiful *Abies amabilis* which grows with it on the mountains of Oregon and Washington does better but grows slowly and has now been in good condition in the Arboretum for several years. Another tree which is rarely seen in northern collections, *Libocedrus decurrens*, the Incense Cedar of California, is in good condition in the small collection of exotic conifers near the top of Hemlock Hill in an exceedingly sheltered position. The Incense Cedar is a tree of narrow columnar habit with bright green foliage, and in California sometimes grows to the height of one hundred and fifty feet and forms a massive trunk. There are good specimens in the District of Columbia and it may well be more generally planted in the middle and southern states. The two beautiful White Cedars of the northwest coast, *Chamaecyparis Lawsoniana* and *C. nootkatensis*, can just be kept alive in the Arboretum where they drag out a miserable existence. Jeffrey's Pine, *Pinus ponderosa*, var. *Jeffreyi*, lives but that is all that can be said of it. None of the other coast conifers of western North America are hardy here, but fortunately a few of the northern species range inland to the western slope of the northern Rocky Mountains, and when plants of these species are obtained from the interior cold region they can be successfully grown in Massachusetts. Thus the Arboretum is able to keep in good condition the so-called Red Cedar of the northwest, *Thuja plicata*, or as it is more often called, *T. gigantea*. This is one of the noblest trees of which North America can boast and, although it will never grow to its largest size or become an important timber tree here, it is an ornamental tree in the Arboretum of considerable value and another witness to the importance of raising trees for cold climates from seeds gathered in the coldest parts of the area such trees naturally inhabit. It is possible, too, to grow here in the Arboretum the White Fir of the



northwest coast, *Abies grandis*, and the coast Hemlock, *Tsuga heterophylla*, raised from seeds gathered on the Rocky Mountains of Idaho as these two trees also range far inland.

**COLORADO CONIFERS.** The Douglas Spruce, *Pseudotsuga mucronata*, from Colorado is hardy in this climate and promises to be long-lived here although this tree from the northwest coast, where it grows in its greatest perfection, is not hardy in New England. The other conifers from the interior of the continent are hardy but are not of much promise as ornamental or timber trees for the eastern states. *Picea Pungens*, the well known Colorado Blue Spruce, which is still largely propagated and sold by European and American nurserymen, will disappoint many planters of trees for its beauty is comparatively short-lived. This tree growing naturally in small groves by some of the streams of the southern Rocky Mountains becomes at the end of a few years thin and scrawny in habit with a few short branches on the upper part of the trunk, and is as ugly an object as a tree can well be. In cultivation the Blue Spruce for several years is compact in habit with wide-spreading branches in regular layers, but as the trees grow older the branches at some distance from the ground grow more rapidly than those at the base of the trunk, and overshadow and gradually kill them. The oldest of these trees in cultivation were raised from seed collected by Dr. C. C. Parry in 1862 and are thus only fifty-three years old. One of these original trees is growing in the Arboretum on the southern slope of Bussey Hill where, although it is a pathetic object, it is kept to show the planters of this tree what they may expect of it long before it attains half its natural size. For many years there have been growing in the Arboretum what have been considered the finest specimens in cultivation of the second of the Colorado Spruces, *P. Engelmannii*; they formed narrow and compact pyramids with slender trunks furnished to the ground with short branches, and it was believed until recently that this tree which is so handsome on the high slopes of the Colorado mountains would prove to be the most desirable of all Spruce-trees for this climate. In the last two or three years, however, the lower branches of these trees have begun to die and, although the trees appear otherwise perfectly healthy and are still growing rapidly, their beauty as specimen trees is much injured.

**EXOTIC CONIFERS.** The conifers of western and northern Europe are generally hardy here but often short-lived. The Firs, Spruces and Pines of Japan are nearly all hardy in this climate, and although we have had a much shorter experience with the Chinese conifers than with those from Japan there is every hope that many of them will prove hardy in this climate and that some of them may be valuable ornamental trees.

**THE CEDAR OF LEBANON.** The Cedar of Lebanon (*Cedrus Libani*) in the Arboretum shows the importance of careful selection of the seeds from which to raise trees for any particular climate. One of the Fir trees of Asia

minor, *Abies cilicica*, has been growing for many years in New England where it has proved to be one of the best of all conifers of its class to cultivate here as an ornamental tree. With this Fir the Cedar of Lebanon grows in Asia Minor on the Anti-Taurus, far north of the Lebanon Range in Palestine and in a much colder climate. As the Palestine Cedar is not hardy here in New England the Arboretum had seeds of this tree collected on the Anti-Taurus with the view of attempting to introduce a hardy race of Cedars into New England. The seeds were sown here in the spring of 1902 and a large number of plants were raised. They all proved perfectly hardy, not one having suffered from drought or cold. Some, however, have been lost in attempts at transplanting, for no other tree here has proved so difficult to move. The average height of all these young Cedars in the Arboretum is now about thirteen feet. The tallest is twenty-one feet high and there is another specimen twenty feet high. It is doubtful if any other conifer can be grown in New England from seed to the height of twenty-one feet in thirteen years.

**TORREYA NUCIFERA.** Of the genus *Torreya*, which is related to the Yews, there are four species found in Florida, California, Japan and China. The Japanese species *T. nucifera* is well established in the Arboretum, and one of the trees produced a few of its green olive-like fruits this year. In Japan this *Torreya* is a magnificent tree sometimes ninety feet high with a massive trunk and a dense crown of dark green shining leaves. It should be better known in this climate where it is apparently one of the rarest of exotic trees. The best specimen, probably, in the United States is in the Hunnewell Pinetum at Wellesley in this state. The peculiarity of this tree is that it does not begin to grow until July. In spite, however, of its short growing season it makes long annual shoots and increases rapidly in height. There is a group of this tree among the Laurels at the base of Hemlock Hill; there is a plant of *Torreya californica* among the exotic conifers near the top of Hemlock Hill where it has been kept alive for several years by careful winter protection. As an ornamental tree it has no value in this climate.

**CHINESE COTONEASTERS.** Several of the Chinese Cotoneasters in the collection of Chinese plants on the southern slope of Bussey Hill are objects of much beauty for several weeks, for many of them retain their fruit until winter and their leaves are only now, November 5th, beginning to take on their brilliant autumn colors. The most beautiful of them perhaps now is the red-fruited *Cotoneaster Dielsiana*. *C. divaricata*, another red-fruited species, will be more beautiful in ten days' time when the leaves will be bright scarlet. *C. horizontalis* and its variety *perpusilla* with their dark green leaves and small bright red fruits, will not lose their autumn beauty much before Christmas. These two plants with their prostrate stems spreading into broad, compact mats are well suited for the rock garden or to train against low walls.



# THE ROYAL PURPLE RASPBERRY

By Wick Hathaway, Madison, Ohio.

This recently introduced new Royal Purple raspberry has proved on my grounds, to have surpassed all other purple varieties as the standard of its class.

The black raspberry has always been more extensively grown throughout the country than any other kind. First principally because of the firmness of the fruit for shipment—and second, because of that fact, many localities never tried out any other colored varieties—

and the growers did not—and many yet do not consider any other sorts worth growing. As hardiness of plant, flavor, firmness and yield of crop is the issue sought in any variety of berry, we have found it combined in the Royal Purple, which at once places it at the top over all purples, and equals the black varieties in “standing up” for shipment.

It is a wonderfully vigorous plant grower, producing



*A block of Hydrangea P. G., containing 3000 3 yr. large bushy plants at the Westminster Nurseries, Westminster, Md. J. E. Stoner, Proprietor.*

strong canes which often stand to seven or eight feet high, and are almost thornless, a most desirable feature. The young canes are a pea green color, gradually turning to a mahogany or dark cherry color when the wood has ripened.

When pruned during summer growth—say in June, the canes will produce an abundance of laterals before fall, which explains how it is possible for the immense crops of berries it is capable of producing the following season.

In shape and size the berries resemble more those of

the black than of any of the several other varieties of purple kinds, though the color of the berries when fully ripe, is like that of the Columbian. Right here, it may be well to mention that the berries are a bright red before turning purple and will pick without crumbling—though they will color up more or less to the ripened purple color if left a day or so before using. Mr. L. J. Farmer, I believe introduced it and claims “that the first plant of the Royal Purple raspberry was found growing on a farm in Indiana and attracted notice by the color of the berries and big crop the plant bore. The at-



tention of a veteran nurseryman was called to it who had it out, and claimed that the original plant bore thirteen successive crops, never missing a season, though during some winters the mercury recorded 35 degrees below zero."

I have fruited it for the past two seasons and found it to amply meet the claims made for it. It begins ripening berries about the same time as the Columbian, but continues to produce berries for a much longer period.

Also, unlike all other purple raspberries is the fact that the berries are more inclined to be in clusters, though each berry is borne independent on a separate stem, in

other words, the laterals are thickly covered with fruit stems, each stem bearing a berry, these stems become more abundant as the end of the lateral is approached. It is easy to imagine how a hill of these plants bearing a full crop, would appeal to the grower. I predict that it will soon be offered by a majority of the nurserymen, and become the most extensively grown of all purple varieties now on the market. "Color plate" circulars for the trade are to be had from Rochester Lithographing concerns. A word to the wise is to get in on the ground floor, for the Royal Purple raspberry is a winner.



*A block of 2 year budded apples. Note the fine growth. J. E. Stoner standing in foreground. Westminster Nurseries, Westminster, Md. Photographed July 25th.*

#### BULLETINS OF INTEREST TO NURSERYMEN

Apple Market Investigations, 1914-15. By Clarence W. Moomaw, Specialist in Cooperative Organization, and M. M. Stewart, Assistant in Market Grades and Standards. Pp. 23, pl. 1, charts 12. Contribution from the Office of Markets and Rural Organization. September 15, 1915. (Department Bulletin 302.) Price 10 cents.

Of general interest to apple growers, shippers, dealers, transportation companies, and consumers, and to all engaged in the trade in apples and fruits.

A Review of the American Moles. By Hartley H. T.

Jackson, Assistant Biologist, Biological Survey. Pp. 100, pls. 6, figs. 27. September 30, 1915. (North American Fauna, No. 38.) Price, 20 cents.

Technical in character and not for miscellaneous distribution.

Inventory of Seeds and Plants Imported by the Office of Foreign Seed and Plant Introduction, Bureau of Plant Industry, During the Period from January 1 to March 31, 1913. Pp. 51, pls. 6. (Inventory No. 34; Nos. 34728 to 35135.) Price, 10 cents.

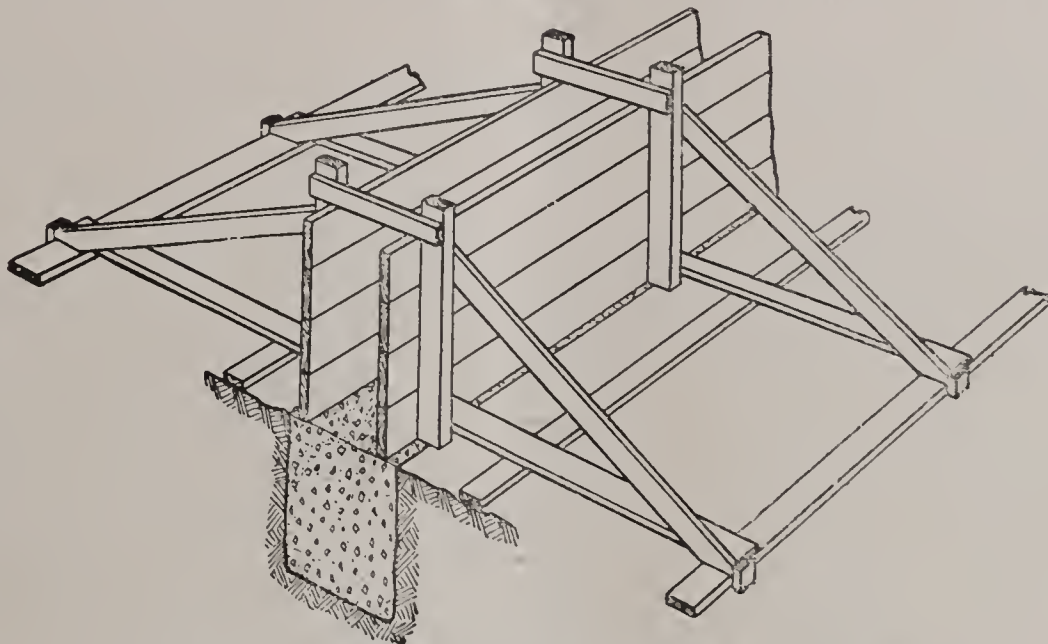
The department's supply of this publication is exhausted.



# SIMPLE CONCRETE WALL CONSTRUCTION ON THE FARM

Concrete walls are easily constructed and at low cost. These walls are especially suitable for farm entrances or enclosures about farm buildings. Where merely serving the purpose of an enclosure, such as a barnyard or poultry yard, it is not necessary to construct the wall more than 6 inches thick. Simple methods of construction are as follows:

The most important consideration in the construction of any wall is a firm foundation, sufficiently deep to prevent heaving by frost. In most localities this distance is 3 to 4 feet. When the earth is firm and the sides of an excavation will stand up vertically, it is unnecessary to use wooden forms for the portion of wall beneath ground level. A trench of the required width is dug, taking care that the sides of the trench are straight, vertical and fairly smooth. The width of all walls below ground level should be at least 12 inches. Where sandy or crumbly earth is encountered, it is best to use wooden forms below ground level. In depositing the concrete in the foundation trench see that no dirt falls into it as this would weaken the wall. The proper proportions for walls below ground are 1 bag of Portland cement to 2½ cubic feet of sand to 3 cubic feet of crushed rock or pebbles. When the trench is filled with concrete to ground level, a simple form, as shown in the drawing, is set in place. The surface of the foundation at ground level must be entirely free from dirt, chips or other foreign substances and the concrete



*Simple Form Construction for Concrete Walls.*

roughened before depositing upon it the above-ground portion or wall proper. The minimum thickness of walls for very light structures may be 4 inches, although it is very difficult to deposit concrete in a wall this thin. A thickness of 6 inches is better for most purposes. The proportion of walls above ground should be 1 bag of Portland cement to 2 cubic feet of sand to 4 cubic feet of crushed rock or pebbles. Bank-run gravel may be used if the pebbles are separated from the sand by screening through a ¼-inch screen. For the above-ground portion of walls the forms should be made with care, the boards being carefully matched so

that a smooth surface will be obtained in the finished wall. This result is obtained by spading the concrete as it is being placed in the forms. Spading consists of thrusting between the form and the fresh concrete a thin wooden paddle. This serves to force the stone back into the concrete, allowing a rich mortar coat to flow against the forms. In walls above ground it is to reinforce

with small steel rods or wire mesh. This reinforcing runs in both directions and serves to prevent any cracks due to settlement or other causes.

Walls for buildings can be constructed as described, but for buildings of considerable size the thickness of the walls should be 8 inches, and one or two lengths of rods should be laid about 2 inches above the tops of windows, doors and other openings.

## WINTER PROTECTION OF EVERGREENS

When the nurseryman has a large investment in choice evergreens a heavy depreciation in value is always to be feared from the effects of the winter. They may not be killed outright but there is always danger of their being made unsaleable which is almost as bad from the commercial point of view.

In considering the relative hardiness of the various groups the pines are least affected by winter conditions. The junipers come next, then the occidental Thuyas or Arbor Vitae and the Piceas or spruces. Unless the conditions be very unfavorable all the above may be depended upon to come through without much injury. The hemlock is also rarely affected.

The Abies or firs will bear watching especially *Abies Nordmanniana*. *A. Veitchii* has been recommended as

hardier and seems to be living up to expectations as a good substitute.

The Retinisporas usually come through the winters fairly well, especially the obtusa type. *R. squarrosa* is likely to be very brown in the spring, but quickly recovers and the *R. pisifera* type seem to come through rather better than the *R. plumosa* varieties. The Taxus or Yews, Rhododendrons, Cupressus, Cryptomeria, Buxus, Andromedas, in fact all of those known as the broad-leaved evergreens should be placed on the doubtful list.

It would be impossible to make a list separating the hardy from the half hardy as hardiness is only a relative term and they succumb from uncongenial conditions as well as actual cold.



The main cause of injury to evergreens in the winter is lack of moisture at the roots. This may be caused by the ground being frozen solid, preventing them from supplying the green foliage with the necessary supply during bright frosty weather.

Very tender evergreens will come through severe winters bright and green if covered with snow, but all nurserymen have noticed the havoc caused to their appearance by a dry frosty wind and bright sunlight in February and March.

The past requisite in protecting evergreens in the winter is a good mulching over the roots, so as to retain moisture and prevent excessive freezing. The second to protect them from the sun and wind when frozen.

Tying up with straw, corn stalks, etc., is a good way but it should not be done in a way to exclude the air, and every nurseryman will have to figure out the best way

for his own particular conditions.

Very often natural screens or windbreaks give all the shelter needed. We do not make enough use of these windbreaks in the nurseries. It is only necessary to study natural conditions in the woods to realize what a difference such shelter means to other plants. We have a lot to learn yet about plants and it is difficult to estimate the loss of vigor due to excessive exposure that may not amount to very apparent injury.

Every grower knows that growth can be measurably retarded and yet the plants are apparently all right.

In mechanical fields of research, the preservation of lost energy is a great and vital problem.

Maybe some day the nurseryman will find out his plants are losing much that he could have conserved to his own pecuniary advantage.



*A block of 300,000 Peach Seedlings grown from N. C. Natural Peach Buds and have just been budded and will be ready for delivery Fall 1916 and Spring 1917. Westminster Nurseries, Westminster, Md., J. E. Stoner, Proprietor. Photographed August 15th.*

## WOOD PAVING BLOCKS

Many woods have been tried for pavements in the United Kingdom. Jarrah was introduced, but proved unsatisfactory, wearing and breaking off at the corners and edges and producing a very rutty pavement. Red gum from the United States likewise gave poor service. The use of oak was discontinued some 12 years ago on the ground of expense. Pitch pine from the United States was also tried, but it did not wear evenly and produced a rough pavement. Canadian white spruce was

laid on the north side of Trafalgar Square in London 12 years ago with an 8-pound treatment of creosote per cubic foot and is still in excellent condition.

Without exception, the wood-block pavement laid in Great Britain now is Swedish and Russian redwood (*Pinus sylvestris*). The specifications issued by the municipal engineers throughout the country admit this wood and no other, the one exception being the specification for the borough of Westminster, London, which admits Canadian spruce, red pine, or Douglas fir.—*Daily Commerce Reports*.



# MULCHING

Before we can intelligently accomplish work of any kind, we must understand the purpose for which it is done.

The general impression in regard to mulching is that it keeps the plants warm. This is misleading. When the ground will freeze solid one and one-half or two feet deep under the mulching, as it often does in severe weather, it is evident there is not overwhelming warmth in the mulch. In fact, a mulch of leaves or stable manure of sufficient bulk to produce heat by fermentation, as in a hot-bed, would be harmful to most plants.

Mulching serves three purposes: First, it prevents drying out of the roots and the lower portion of the plants it

comes in contact with. During dry, frosty, windy weather, plants are very liable to suffer. We cannot give them water, as it would only freeze, but mulching prevents the drying out. Second, it helps to maintain an equable temperature at the roots of a plant, and prevents alternate freezing and thawing. Every one has noticed how the ground will thaw in bright weather in sunny positions, while it will remain frozen where the sun does not strike it.

Without going into the science of it, this alternate freezing and thawing will life shallow-rooted plants, and those that are not properly established, right out of the ground with disastrous results.



*A block containing 10,000 2 year transplanted Barberry Thunbergi. Westminster Nurseries, Westminster, Md. J. E. Stoner, Proprietor. Note the fine bushy plants. Photographed August 1.*

A mulch put around such plants will prevent the thawings, so that when the ground once freezes it stays so until the frost leaves the ground in the spring.

A covering of snow acts in the same manner, and explains why some plants come through severe winters in the northern latitudes unharmed, while they suffer in milder climates.

The third value is a manurial rather than a protective one and depends rather on the kind of mulch used.

Half-decayed stable manure is the most commonly used. It contains much plant food which washes down to the roots.

In many cases it can be forked into the ground in the spring, and will be beneficial because it adds humus to the soil even though the plant foods have all leached out.

To sum up the requirements for proper mulching: Do

not put it on too early; after the ground begins to freeze is best. Use mulch four to eight inches deep; light material, such as straw or leaves, may be used more liberally than heavier stuff.

Aim to cover the ground around the trees or smaller plants as far as the roots radiate. The distance will be known with newly planted stock. With established stock as far as the branches or tops reach, is a good rule.

When mulching the flower borders, do not cover those plants that have succulent or tender and evergreen tops too deeply, or it will hold too much moisture around them and they will decay, especially if it be a mild winter. Such plants as pinks, sweet williams, hardy candytuft, stone-crops, gaillardias, larkspurs, pansies and young seedlings of all kinds, just enough covering to keep off the sun and wind is sufficient.



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## A Merry Christmas to All!

**THANKS** The editor wishes to sincerely thank those who have so kindly helped to make the columns of the "National Nurseryman" of interest to its readers during the past year.

A trade paper would be dull indeed that only expressed the opinions, impressions and experiences of one individual and what is more it would be very undesirable. The aim and object of a trade paper is to advance the best interests of the nursery business, to bring together the different units and make them co-operative for their own good.

To do this it must keep in touch and its finger on the pulse of the trade so as to mold opinion as expressed by the majority. This can only be done with the co-operation of its readers.

While a bouquet from one brings a thrill of gratification, a brick bat is none the less welcome for its disciplinary effect.

It is sincerely hoped that both will come in showers the ensuing year.

**ELEMENTARY BOTANY** Is the rising generation of nurserymen learning or becoming familiar with elementary botany? It is very doubtful if this can be answered in the affirmative. While it is taught in the schools and colleges, it seems to be a curious fact that knowledge of it rarely lasts much longer than the teaching of it.

For those whose occupations take them to the offices, factories and workshops, it is not to be wondered at, but to the nurseryman, florist or gardener, it is so fundamental and vital to his profession it is hard to understand why it is not studied as a first requisite to success in the profession.

It is true a knowledge of botany is perhaps not essential to the commercial side of the nurseryman's or florist's business. It is a prime requisite to become a master in the profession. If for no other reason, the training it gives the perception and mind, it is worth while.

I will venture to say every veteran nurseryman many times during his life wishes he had studied botany in his younger days, so that he would at least have been master of plant nomenclature. What is more embarrassing to a professional nurseryman than to have to say "I don't know," when asked the name of a common or even an uncommon plant, and what gives more assurance and power than a thorough knowledge or "speaking" acquaintance with all the plants one meets along the roadside, in the woods or gardens?

The nurseryman who knows what a pin oak is merely by seeing it and handling in the nursery has not as broad a knowledge as the one who adds to that knowledge that the pin oak is *Quercus palustris* and is indigenous from Massachusetts to Maryland and as far west as Kansas and Arkansas, that it grown naturally on low grounds, takes two years to mature its acorns, etc.

Plants have affinities and associations. Take for instance that group of plants comprising the natural order *Ericaceae*—The Heaths, Rhododendrons, Azaleas, Andromedas, Kalmias, etc. They are all found growing wild under about the same conditions, partial shade or sheltered positions constant yet free from stagnant moisture, and never on limestone or alkali formations. A botanical knowledge of this group of plants is equal to a key to their culture. How many millions of dollars have been wasted in trying to grow these plants where an observant nurseryman, with a knowledge of botany, knows it is impossible, and so it is with all other plants.

To a man who has a grasp of plant classification the whole vegetable kingdom falls into groups not only according to systematic botany but to practical culture. The man with a knowledge of it can usually recognize at a glance those with water associations, those from the desert or arid plains, from moist woods or exposed mountains, from whatever part of the world they hail from, which gives him an immense advantage over the man without such knowledge.

A knowledge of structural botany, or the biology of plants is also of great value to the practical grower.

A knowledge of the functions of the leaves, flowers, stems, roots, etc., cannot fail to make a better propagator and grower.

The two latest important works on Horticulture, namely Bailey's Encyclopedia of American Horticulture and Commercial Gardening by Weathers, are both prefaced by many chapters on the subject, showing a knowledge of it to be essential to modern proficiency.

Urge the young nurseryman to apply himself to acquiring a knowledge of botany, if it be only one branch of it. The future progress of the nursery profession will demand it.

**THANKFULNESS** Once a year, at least, we ought to close our books, take an inventory and see how we stand in optimism and hope as well as in doubt and fear.

There is not the slightest danger of forgetting our in-



dividual troubles and worries, in fact they always loom big. A bad account, even though it be a small one on our books is likely to stick in the mind much longer than a large one that was paid promptly and the failure of one crop to pay expenses is remembered much longer and oftener than those that were successful.

In spite of the war low prices, inert surplus stock, irritating legislation and the numerous evils that beset the nurseryman, the credit side of the ledger shows blessings to balance and the feeling remains that the game has been worth while, because we have made progress while perhaps some of us as individuals have gone back, the cause for good trees and plants and more of them is going forward.

Thankfulness is a mighty good thing to have even of itself.

## Obituary.

GEORGE B. BRACKETT

*Pomologist, Dept. of Agriculture, Washington, D. C.*

Col. Gustavus Benson Brackett, who for the last eighteen years has been chief pomologist of the U. S. Department of Agriculture, passed away August 2d, last, at Washington, D. C., at the advanced age of eighty-eight years.

He was born at Unity, Maine, March 24, 1827, receiving his education in the schools of Lynn, Massachusetts and Cincinnati, Ohio. During the Civil War he served three years, holding positions as captain of engineers on General Grant's staff. After the war he held position as lieutenant-colonel in the Iowa militia.

He has to his credit more than seventy years of active and energetic work for the American fruit industry. Pioneer of the pioneers, he began immediately following the close of the Civil War, in the nursery business in Denmark, Iowa, when that flourishing state was a territory, a broad expanse of unbroken prairie over which the Sac and Fox Indians roamed at will. He assisted in establishing the first nursery in what is now Lee County, Iowa. He secured the seeds from which he grew the seedling apple trees from pomace washed from the cider mills on the hills overlooking the then village of Cincinnati, Ohio. These seedling trees were later June-budded, as it was before the art of root and collar grafting came into general practice. In that pioneer nursery he grew such varieties as Golden Pippin, Yellow Bellflower, Baldwin, Maiden Blush, Red June, Summer Rose, Summer Queen, Early Harvest, Autumn Strawberry, Rambo, Fall Wine, Moore Sweet, Roxbury Russet, Rhode Island Greening, Red Stripe, Ralls, Wine-sap, White Winter Pearmain, Harrison, Newton Pippin and Vandevere—not a bad list for so early a day. From that day until his death he kept pace with the pomological progress of this country.

Mr. Brackett has been styled "the father of Iowa horticulture" and was known as the most discriminating judge of fruits this country ever produced. Few have passed more useful and laborious lives. Gentle, honest,

manly, his honorable, useful toil fully justifies the tribute paid him that "he left his enduring monument in thousands of farms and homes throughout America, under the broad, kind shelter of the trees that his hands or advice helped to plant and grow, and a grateful public will long revere his memory."

He was superintendent of pomology, Centennial Exposition, 1876; commissioner to Paris Exposition, 1878; representative of State of Iowa, Cotton States Exposition, New Orleans, 1883; representative of Division of Pomology, Department of Agriculture, at World's Columbian



Exposition, Chicago, 1893; expert in horticulture, Exposition Universelle, Paris, 1900, where he received the decoration of the order of "Merite Agricole." He received many medals and diplomas at various times for expert work in horticulture. His name and fame as a pomologist was world wide.

Mr. Brackett was descended from that branch of the Brackett family (English Quakers) that settled at Portland, Maine, more than 300 years ago, the branch of which the late speaker of the House, Thomas Brackett Reed, was a faithful exponent. New England history would be incomplete without the dominant part played by the Brackett family. Colonel Brackett leaves two brothers in this state, Charles S. Brackett, a prominent business man of Minneapolis, and Arthur Brackett, of Excelsior, the well known horticulturist and member of the Minnesota State Horticultural Society. He was a



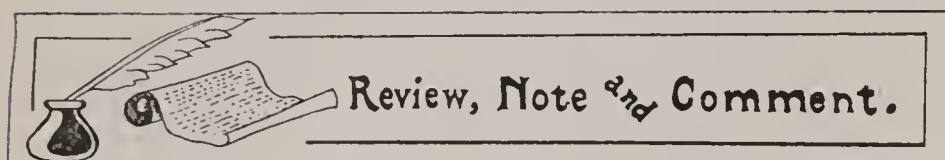
gentleman of the old school, a friend in those old, old days when the world was young to us and Hope gave us her winning smiles and Faith gave expanded vision. Beautiful orchards throughout this broad land are tributes to his wisdom, skill and influence.—*From the Minnesota Horticulturist.*

### W. ATLEE BURPEE

Just as we go to press report comes that W. Atlee Burpee, the well known seedsman, died at his home "Fordhook," near Doylestown, Pa.

Mr. Burpee had been ill for about six months and death was due to a baffling combination of diseases.

He was fifty-seven years old.



A. L. Quaintance, in charge of Deciduous-fruit Insect Investigations, U. S. D. of A., Washington, D. C., in reply to a query on the subject, expresses the opinion that high grade sodium cyanide may be used in place of potassium cyanide with just as effective results in killing insects.

In view of the fact that potassium cyanide is of German origin and now more or less unobtainable, the sodium cyanide will doubtless come into large use. As to the formula, the one proposed by Mr. Wolgum, who is an authority on the subject is: Sodium cyanide one ounce; high grade commercial sulphuric acid  $1\frac{1}{2}$  fluid ounces; water two fluid ounces.

The dosage for deciduous fruit nursery stock, it doubtless would be possible to use the sodium cyanide, without injury to the nursery stock, at the rate of one ounce per one hundred cubic feet of space, on the other hand one ounce of sodium cyanide will probably furnish gas for 125 cubic feet of space sufficiently strong to insure the destruction of insects.

Well matured nursery stock should stand the sodium cyanide at the rate of one ounce per 100 cubic feet of space, whereas for greener stock, such as June buds, this quantity of cyanide might be used for 125 cubic feet of space.

No experiments appear to have been made with sodium cyanide in nursery fumigation work so that care should be used in its use until its effects have been thoroughly proved.

### TREE DIGGERS WANTED

We should be glad to know, if you could recommend anyone, whom you know to have a really good reliable tree digger.

We should want it quoted f. o. b., San Francisco.

What we would require is a fairly cheap machine, not requiring more than two horses to pull, if possible.

There are several different makes in use in Australia, more or less satisfactory, but we would like to know something of the more popular makes in your country.

F. F. N. S. W.

### AMERICAN ASSOCIATION OF NURSERYMEN

Peter Youngers, Chairman of Legislative Committee west of the Mississippi river, says they are still waiting for a decision from the Wyoming case which was argued last May.

### AMERICAN ASSOCIATION OF NURSERYMEN

**President**—E. S. Welch, Shenandoah, Iowa.

**Vice-President**—John Watson, Newark, N. Y.

**Treasurer**—Peter Youngers, Geneva, Neb.

**Secretary**—John Hall, Rochester, N. Y.

**Executive Committee**—President, E. S. Welch, Shenandoah, Iowa, Chairman; J. B. Pilkington, Portland, Oregon, one year; Lloyd C. Stark, Louisiana, Mo., one year; J. H. Dayton, Painesville, Ohio, two years; H. B. Chase, Chase, Ala., two years; J. R. Mayhew, Waxahackie, Texas, three years; Theo. Smith, Geneva, New York, three years; Vice-President, John Watson, Newark, N. Y., ex-officio.

**Attorney for Association**—Curtis Nye Smith, Boston, Mass.

#### Chairmen of Committees

**Transportation**—Chas. M. Sizemore, Louisiana, Mo.

**Tariff**—Irving Rouse, Rochester, N. Y.

**Legislation East of Mississippi River**—Wm. Pitkin, Rochester, N. Y.

**Legislation West of Mississippi River**—Peter Youngers, Geneva, Neb.

**Co-Operation with Entomologists**—L. A. Berckmans, Augusta, Ga.

**Program**—L. C. Stark, Louisiana, Mo.

**Exhibits**—Albert F. Meehan, Dresher, Pa.

**Arrangements and Entertainment**—T. J. Ferguson, Wauwatosa, Wis.

**Publicity**—J. R. Mayhew, Waxahackie, Texas; L. C. Stark, Louisiana, Mo.

**Editing Report**—John Hall, Secretary, Rochester, N. Y.

**Root Knot**—E. A. Smith, Lake City, Minn.

**Membership**—Will B. Munson, Chairman, Denison, Texas; M. McDonald, Orenco, Oregon, Pacific Coast States; George A. Marshall, Arlington, Nebr., Middle Western States; Harry D. Simpson, Vincennes, Ind., Central States; Paul C. Van Lindley, Pomona, N. C., Southeastern States; Albert F. Meehan, Dresher, Pa., Eastern States; Charles H. Breck, 55 Franklin St., Boston, Mass., New England States.

**Finance**—J. H. Dayton, Painesville, Ohio; T. J. Smith, Geneva, N. Y.; John Watson, Newark, N. Y.

### STATE AND DISTRICT ASSOCIATIONS.

**American Nurserymen's Protective Association**—President, Irvine Rouse, Rochester, N. Y.; secretary, Thomas B. Meehan, Dresher, Pa. Meets annually in June.

**American Retail Nurserymen's Protective Association**—President, H. W. Marshall, Arlington, Nebraska; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

**Association Oklahoma Nurserymen**—President, P. W. Vaught, Holdenville, Okla.; secretary, Jim Parker, Tecumseh, Okla. Next meeting during week of State Fair at Oklahoma City, last of September or first of October.

**California Association of Nurserymen**—President, John S. Armstrong, Ontario. Secretary, H. W. Kruckeberg, Los Angeles, Cal.

**Canadian Association of Nurserymen**—President, E. D. Smith, Winona; secretary, C. C. R. Morden, Niagara Falls, Ont.

**Connecticut Nurseryman's Association**—President, Walter E. Campbell, New Haven, Conn.; secretary, F. L. Thomas, Manchester, Conn.

**Idaho Nurserymen's Association**—President, Anton Diedricksen, Payette Idaho; secretary, J. F. Litooy, Boise, Idaho. No definite time has been set for next meeting. Probably in July at Boise, Idaho.

**Mississippi Nurserymen's Association**—President, Theodore Bechtel, Ocean Springs, Mississippi; Vice-President, S. W. Crowell, Roseacres, Mississippi; Sec'y-Treas., R. W. Harned, Agr. College.

**National Association of Retail Nurserymen**—President, E. S. Osborne, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

**New England Nurserymen's Association**—President, Harlan P. Kelsey, Salem, Mass.; Secretary, Charles Adams, Springfield, Mass. Annual meeting held on the last Tuesday in February.

**New York State Nurserymen's Association**—President, E. S. Osborne, Rochester, N. Y.; secretary, H. B. Phillips, Rochester, New York. Next meeting September. Probably at Utica.

**Ohio Nurserymen's Association**—President, W. N. Scarff, New Carlisle, O.; secretary, W. B. Cole, Painesville, O.

**Oregon—Washington Association of Nurserymen**—President, C. F. Breilhaupt, Richland, Wash.; secretary, C. A. Tonneson, Tacoma, Wash.

**Pacific Coast Association of Nurserymen**—President S. C. Miller, Milton, Oregon; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Place of next meeting to be decided later.

**Pennsylvania Nurserymen's Association**—President, William Warner Harper, Andorra, Philadelphia. Secretary, Henry T. Moon, Morrisville, Penna.

**Southern Nurserymen's Association**—President, Milton Moss, Huntsville, Ala.; secretary-treasurer, A. I. Smith, Knoxville, Tenn. Next meeting, Hendersonville, N. C.

**Tennessee Nurserymen's Association**—President, J. H. Austin, Antioch, Tenn. Secretary-Treasurer, G. M. Bentley, Knoxville, Tenn.

**Texas Nurserymen's Association**—President, William B. Munson, Denison, Texas; secretary-treasurer, J. M. Ramsey, Austin, Texas.

**Western Association of Nurserymen**—President, C. C. Mayhew, Sherman, Texas; secretary-treasurer, E. J. Holman, Leavenworth, Kan. Meets annually second Wednesday in December.



## BOOK REVIEW

## FUNGOID DISEASES

To the average farmer, gardener or nurseryman "Fungoid Diseases" is a subject of vital importance, yet one he seldom cares to investigate himself, considering it too abstruse.

A small work on the subject has been published by Longmans, Green & Co., Fourth avenue and 30th street, New York, by the authors, Prof. Thomas Milburn, England, and Prof. E. A. Bessey, Mich., U. S. A., which will give anyone who can read a comprehensive grasp of the subject, and enable him to combat these diseases.

The reader will be surprised to find the subject treated in such a lucid, simple way. Price is 65 cents net.

## PRACTICAL BOOK OF OUTDOOR ROSE GROWING

George C. Thomas, Jr.'s "Practical Book of Outdoor Rose Growing," published by J. B. Lippincott Co., Philadelphia, is already running in the second edition as it well deserves to be.

It is a treat to get hold of a book on the subject of roses that does not need apologies for its existence and that was evidently inspired by love for the queen of flowers, and without ulterior motive.

The text is a plain statement of a master amateur in rose growing, of what he experienced in his rose gardens near Philadelphia. It is very evident that neither expense nor pains were spared in procuring the data from which it is compiled.

No fanciful impressions, or borrowed eulogies on any particular variety but cold analytical facts gathered according to modern methods and close observation.

While perhaps only the observations and experiences in one garden it is of inestimable value to rose growers all over the country, who can make due allowances for latitude, soil and climatic differences.

The make up of the book is a work of art containing as it does 96 plates in colors, charts, and half tones. Nurserymen, who are more or less familiar with publishers costs, will be somewhat awed at the evident investment to produce such a work.

We need more books of the same order, treating other

genera of plants as they cannot fail to interest those well able to buy the nurseryman's stock in trade and they should not fail to call the attention of their customers to it.

The price of the book is \$4.00 net.

## Answers to Correspondents



I have received from Holland three cases of dormant herbaceous plants such as Paeonies, Phlox, Delphinium, Oriental poppies, Canterbury Bells, Gaillardias, Lupines, Anchusa, Liatris. The shipment was late. I expected it last month. Shall I plant them in the open ground or store them in my cellar?

Our ground is sandy loam, cellar room scarce. Please advise me if you think these plants would winter through in the open ground. Also advise what methods to use in storing them in the cellar.

As your ground is a sandy loam and doubtless fairly well drained it will be quite satisfactory to plant the Paeonies, Hardy Phlox, Oriental Poppies and Liatris in the open ground. These are very hardy roots and are not likely to be injured by the cold. The greatest danger is in the frost lifting them from the ground, this should be provided for by mulching.

The Delphinium, Canterbury Bells, Gaillardias, Lupines and Anchusa are of a more tender nature and would be liable to perish if planted out of doors so late in the fall.

Planted or potted and placed in a cold frame would be a good way to bring them through the winter. If you put them in the cellar it would be well to put them in shallow boxes in sand with the crowns just exposed, to prevent them shriveling.

## BULLETINS OF INTEREST TO NURSERYMEN

Miscellaneous Insecticide Investigations. By E. W. Scott and E. H. Siegler, Entomological Assistants. Deciduous-Fruit Insect Investigations. Pp. 47. Contribution from the Bureau of Entomology. (Professional Paper.) October 5, 1915. (Department Bulletin 278.) Price, 10 cents.

Describe experiments with various chemicals, singly and combined, for the destruction of insect pests. It will be of interest to horticulturists in general and apple growers in particular.

**"THE MONTHLY SUMMARY OF COMMERCE AND FINANCE" FOR SEPT. 1915, GIVES THE FOLLOWING REPORT OF IMPORTS OF PLANTS, TREES, SHRUBS AND VINES.**

ARTICLES	SEPTEMBER—				NINE MONTHS ENDING SEPTEMBER—					
	1914		1915		1913		1914		1915	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
<b>Plants, trees, shrubs and vines :</b>										
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage										
.....M.....dut....	113,479	993,265	117,079	1,050,309	163,107	1,423,380	179,101	1,573,153	174,849	1,501,166
		1,151		5,802		13,957		12,028		17,647
All other { free.....						884,522		862,809		743,452
{ dut.....		38,786		10,577						
<b>Total</b>		1,033,202		1,076,688		2,321,859		2,447,990		2,262,265



# PROGRAM WESTERN ASSOCIATION OF NURSERYMEN, DECEMBER 8TH. AND 9TH. 1915

Address of Welcome, Henry L. Jost, Mayor of Kansas City, Mo.

Response, J. W. Hill.

President's Address.

Secretary's Report.

Proposed Amendment to the Constitution providing for Honorary Membership for those who have distinguished themselves as Nurserymen, and for those whose fellowship and assistance have promoted the interests of the Association.

Resolution Proposing changing of the date on which our Annual Meeting shall be held.

Report on the Conference with Seedsmen's Convention. W. P. Stark.

Report of Committee on Tariff, W. P. Stark, F. H. Stannard, J. W. Hill.

Report of Committee on Trade Terms. J. W. Schuette, E. P. Bernadrin, H. B. Chase.

How can the Wholesale Nurserymen avoid loss from so-called poor collections? Peter Youngers.

The effect of the tendency of Eastern Nurserymen to grade No. 1 Plum, Cherry and Pear 11-16 instead of 3-4. J. H. Skinner.

Over-Production and the Relation of the Apple Seedling Grower thereto. C. W. Carman.

The Policy of giving away nursery stock at the end of the season. Negative E. H. Balco. Affirmative Geo. Holsinger.

Should the Wholesale and Retail Nurserymen confine their operations strictly to their respective spheres? J. W. Schuette.

Benefits of the re-organized American Association and our relation thereto. J. R. Mayhew.

The influence of the war on the demand for nursery stock. Can a better demand be expected after the conflict is over? L. C. Stark.

The benefits of Parcel Post and the advisability or requesting an adoption of containers that will not damage nursery stock while in transit. Carl Sondereggar.

Ways and Means of providing the Nurserymen with reliable statistics on the supply of growing nursery stock. E. J. Holman.

The State Nursery Stock Laws and Interstate Commerce. Curtis Nye Smith, Counsel American Association Nurserymen.

The condition of the nursery business in the East. William Pitkin.

The maintenance of Wholesale Prices and the immediate loss of business thereby. Henry Chase.

Who are entitled to receive Trade Lists and the effect on the Wholesale and Retail prices when used indiscriminately. J. H. Dayton.

Transportation. Charles Sizemore.

Is there an increased demand for a higher class of Ornamentals? Should Ornamentals be grown chiefly by specialists? Is there danger of over-production in the Ornamental line? Frank Weber.

The Hardy Pecan and extent of latitude in which it may be profitably grown. W. C. Reed.

The New Oklahoma State Law pertaining to the nursery business. Jim. Parker.

Question Box: Members are urged to make use of the question box by depositing at any time, any subject on which a discussion is desired.

## CLEAR OFF YOUR DESK

You consider it very important to clean up the nursery after the fall season and put everything ship-shape and in readiness for the spring rush. How about the office, and that very important piece of furniture,—your desk,—with its load of musty, dusty papers, an accumulation from the past ages.

A mechanic cannot do good work without good tools and proper facilities. No more can you do good work with a desk littered with all sorts of things unsorted and of little value. Take up all these things, look them over, throw away the useless, properly label the useful so they are ready when needed. Surround yourself with such facilities for work that much of the detail is eliminated so that you may devote your time and thought to the big things.

Data on advertising, catalogue, stock, supplies, etc., when properly arranged and filed are ready the instant you wish to take up or consider any of these matters instead of wading through a miscellaneous accumulation a mile high. Orderly arrangement has cut out the detail and you are able to focus your attention at once on the all important items.

Likewise, clean up every nook and corner of the office; get rid of the useless accumulations, brush up your systems, study to make everything work smoothly and guard against error. Provide proper tools, blanks and stationery, that everything is attended to orderly. Have a place for everything and everything in its place; a right way and right facilities for doing work, and it will be done correctly.

"Order is God's first law," it is most apparent to every nurseryman in the stock he grows. If it governs natural things, it certainly is applicable to the artificial condition of desk and office.

Throw away the useless and arrange the useful so as to be ready at a moment's notice.

Ring in the New Year with new and modern methods.

C. O. Youngstrand is opening a new hardy plant nursery at Niles, Michigan, and closing up his place at Golf, Illinois.

Wick Hathaway, Madison, Ohio, writes "I never had a heavier fall trade than the one just closing. I have not only supplied all but four of my 1914 customers but have added several dozen new ones, with plenty of repeat orders.

The Overseas Club is to adopt a suggestion from Canada to sow seeds of the maple round the graves, cemeteries or by the roads leading to the cemeteries where Canadian soldiers are buried in France and Flanders. Consignments of seeds are being despatched from Toronto.

It is also proposed to plant an avenue of maple trees at Langemark after the war.—*New York Sun*.



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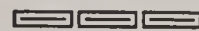
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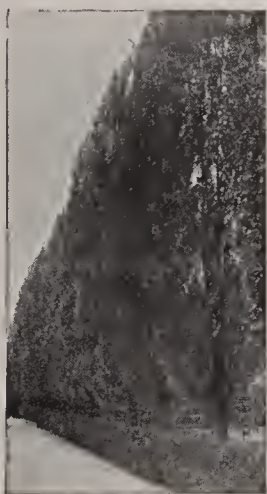
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Kansas Grown. The Best on the Market.

Large Stock in all Grades

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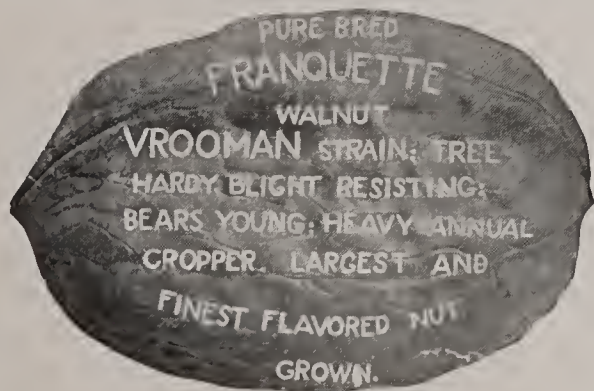
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American Elm  
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Carolina Poplar  
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Catalpa Bungei, straight stems  
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Volga Poplar  
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Althea  
Calycanthus  
Cydonia Japonica  
Cornus Siberica  
Deutzia  
Eleagnus  
Forsythia  
Upright Honeysuckle  
Berberry, Purple-leaved and Thunbergii  
Lilac, Common and Named Sorts  
Philadelphus  
Spirea  
Viburnum  
Weigelia  
Hydrangea Arborescens Grandiflora  
Hydrangea Paniculata  
The Hydrangea we offer are strong, vigorous plants.  
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California, 1 year, 12 to 18 in. and 18 to 24 in.  
2 years, transplanted, 2 to 3 ft. and 3 ft. and over  
Amoor River, 1 year, 12 to 18 in. and 18 to 24 in.  
2 years, transplanted, 2 to 3 ft. and 3 ft. and over.

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Excelsa, a fine crimson rambler  
Dorothy Perkins White Dorothy Perkins

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Palms and General Decorative Plants, **INSPECT**  
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#### ROSES

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in heavy quantities

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N. C. Peach Seed, crop 1914. Oriental Planes, Pin Oaks—  
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Send us your list for quotations.

**W. T. HOOD & CO.**  
**OLD DOMINION NURSERIES**

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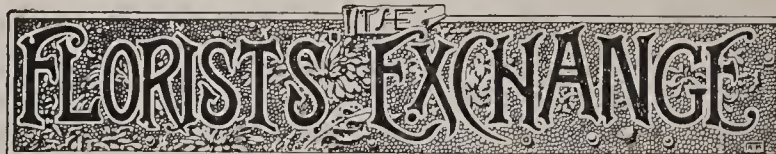
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Also standard varieties. Send for prices

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been for years, JOSEPH MEEHAN, of Philadelphia.

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PEACH, CHERRY,  
QUINCE, APRICOT,  
ROSES, SHRUBS,  
ORNAMENTAL TREES, ETC.  
Large assortment of above.

### Portland Wholesale Nursery Co.

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NURSERY SUPPLIES

A very complete Line of Fruit and Ornamental Trees,  
Shrubs, Vines, &c.

#### Specialties

CLEAN COAST GROWN SEEDLINGS  
OREGON CHAMPION GOOSEBERRIES  
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Write now.

#### TREES

Largest assortment in New Eng-  
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both common and rarer varieties.  
Sturdy, choice stock that can be  
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This New England soil and cli-  
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Special trade prices. By the thous-  
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**NURSERIES**  
**420 ACRES**

## WE GROW

**FRUIT TREE STOCKS**—All Sizes.  
300 varieties of Conifers, 1 to 4 years old.  
1200 varieties of Ornamental Trees and Shrubs, 1 to 3 years old.  
1600 varieties of New and Old Ornamental Trees & Shrubs in all Sizes  
250 varieties of Climbing Plants.  
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400 varieties of Perennials.  
800 varieties of New and Old Roses.

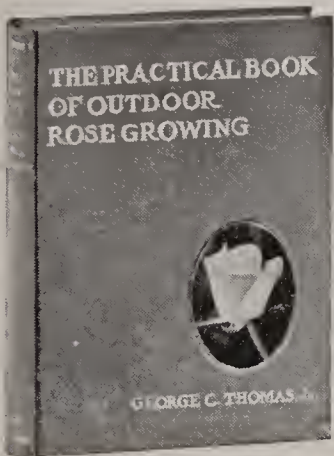
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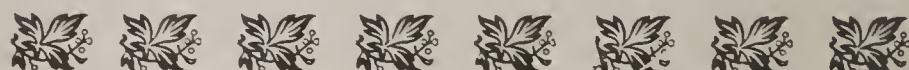


# Apple, Peach and Keiffer Pear Trees



One of our blocks of 2 yr. extra quality Keiffers.

Note the fine assortment below—select the varieties you need and mail, or telegraph your want list to us at once. Our trees are of highest quality, well and liberally graded and the prices will please you. Now is the time to buy for late Fall and Spring orders. Don't delay.



## FRUIT TREES

### APPLE, 2-YEAR BUDDED

	1 in.	¾ in.	11-16 in.	5/8 in.	½ in.	3/8 in.
Bonum .....	50	200	200	100	100	50
Baldwin .....	1,000	8,000	8,000	5,000		
Ben Davis .....	100	500	800	100		
Carolina Red June ....	10	50	100	50	50	
Duchess .....		2,000	2,000	2,000	500	500
Fourth of July .....	50	200	200	100	50	
Fameuse .....	200	500	500	200	100	
Fallawater .....	50	200	200	100	50	
Gano .....	100	500	500	300	100	
Gravenstein .....	500	2,000	2,000	700	100	100
Hubbardston .....	50	200	200	50	25	25
Jonathan .....	1,000	4,000	4,000	1,000	500	500
King .....	100	800	800	100	50	50
Lowry .....	50	700	600	100	50	25
M. B. Twig .....	4,000	8,000	8,000	4,000	500	500
McIntosh .....	1,000	4,000	3,000	1,000	500	500
Maiden's Blush .....	25	100	100	50	50	
Northern Spy .....	500	1,000	1,000	500	200	100
Newtown Pippin .....	100	500	500	400		
Nero .....	50	50	50	50		
P. W. Sweet .....	100	200	200	100	50	50
R. I. Greening .....	1,000	4,000	4,000	1,000	100	100
Rome Beauty .....	200	700	700	300	100	50
Summer Rambo .....	200	700	700	300	100	50
Stayman Winesap ....	5,000	6,000	6,000	6,000		
Smokehouse .....	200	1,000	1,000	300	300	200
Spitzenburg .....	100	200	200	100	50	50
Stark .....	200	500	500	200	100	
Talman Sweet .....	50	150	150	50		
Winter Rambo .....	50	100	100	50		
Wagner .....		200	200	50	50	
Wolf River .....	200	500	500	200	100	
Wm. Ely Red .....		3,000	3,000	2,000	1,000	1,000
Wealthy .....		500	500	300	300	300
York Imperial .....	500	1,000	1,000	500	100	100

### APPLES, 3-YEAR, BUDDED

	2 in.	1½ in.	1¼ in.	1 in.	¾ in.
Baldwin .....	2,000	6,000	6,000	6,000	5,000
Duchess .....			500	500	500
Jonathan .....	1,000	3,000	3,000	1,000	1,000
M. B. Twig .....	2,000	6,000	6,000	6,000	5,000
P. W. Sweet .....	200	500	500	500	500
Stark .....	1,000	1,000	500	500	
Stayman .....	1,000	3,000	3,000	3,000	2,500
Winesap .....	1,000	1,000			
Wolf River .....	500	1,000	500	500	
York Imperial .....	7,000	7,000	7,000	7,000	7,000

### PEARS

	1¼ in.	1 in.	¾ in.	5/8 in.	½ in.	3, 4 ft.
Kieffer, 3 year .....	3,000	2,000				
Kieffer, 2 year .....			9,000	8,000		
Kieffer, 1 yr. (cut back)				9,000	8,000	9,000
			¾ in.	5/8 in.	½ in.	3/8 in.
Bartlett Pears, 1 year (cut back) ...	1,000	5,000	4,000	2,000		

APPLES—1 YEAR—Prices, Sizes and Varieties on Application.

### PEACH, 1-YEAR, BUDDED

	1 in.	¾ in.	5/8 in.	9-16 in.	½ in.	3/8 in.	2, 3 ft.
Beer Smock ...	600	600	600	600	600	600	600
Belle of Georgia	7,000	7,000	7,000	7,000	7,000	7,000	7,000
Bilveu's October	100	100	100	100	100	100	100
Carman .....	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Chair's Choice ..	100	100	100	100	100	100	100
Champion .....	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Crawford Early						600	600
Crawford Late						500	500
Captain Ede ....	100	100	100	100	100	100	100
Edgemont Beauty	100	100	100	100	100	100	100
Elberta .....	8,000	8,000	8,000	8,000	8,000	8,000	8,000
Engle's Mammoth	150	150	150	150	150	150	150
Fitzgerald .....	100	100	100	100	100	100	100
Ford's Late White	300	300	300	300	300	300	300
Foster .....	100	100	100	100	100	100	100
Fox Seedling ...	300	300	300	300	300	300	300
Geary's Hold On	200	200	200	200	200	200	200
Greensboro ....	600	600	600	600	600	600	600
Hieley .....	600	600	600	600	600	600	600
Kalamazoo .....	150	150	150	150	150	150	150
Mamie Ross ....	100	100	100	100	100	100	100
Matthew's Beauty	100	100	100	100	100	100	100
Mayflower .....				100	100	100	100
Moore's Favorite	200	200	200	200	200	200	200
Mt. Rose .....	600	600	600	600	600	600	600
New Prolific ...	100	100	100	100	100	100	100
Niagara .....	100	100	100	100	100	100	100
Old Mixon Free .	300	300	300	300	300	300	300
Ray .....	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Reeve's Favorite	100	100	100	100	100	100	100
Salway .....	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Slappey .....	300	300	300	300	300	300	300
Stevens R. R....	100	100	100	100	100	100	100
Stump .....	700	700	700	700	700	700	700
Waddell .....	100	100	100	100	100	100	100
Walker .....	100	100	100	100	100	100	100
Willett .....	100	100	100	100	100	100	100
Wilkins Cling ..	100	100	100	100	100	100	100
Wonderful .....	300	300	300	300	300	300	300
Yellow St. John	100	100	100	100	100	100	100

### GRAPES, 2-YEAR, TRANSPLANTED

10,000 Concord  
5,000 Moore's Early

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